

DEC 17 1934

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

VOL. CXXVI

DECEMBER 15, 1934

NO. 24

WEEK-END by Phil Stong

"A triple-star
must book."

—Virginia Kirkus

A week-end party in Connecticut, involving a dozen people whose lives are brought to an utterly decisive turning point. In handling so successfully a new background and new characters, Mr. Stong has written an important, entertaining book, one which will have an advertising appropriation of \$5000. By the author of "State Fair," "Stranger's Return," "Village Tale." \$2.00

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says VIRGINIA KIRKUS in her
bulletin to booksellers:

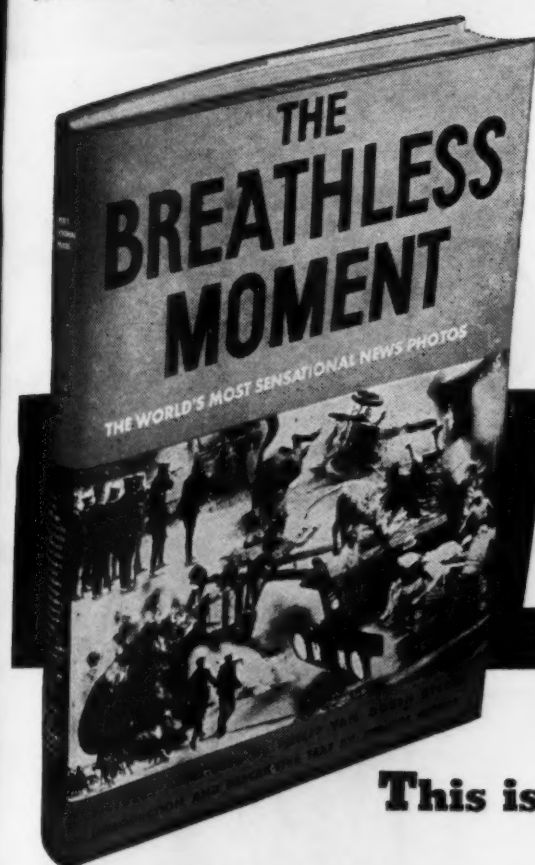
"A very good evening's entertainment, and due for a wider popular sale than his previous book, *Nymph Errant* [which sold 5,933 copies]. The background is the inner circle of London's artistic (and pseudo-artistic) group, the men and women who haunt openings of art exhibitions, the critics, the dealers, the collectors, and the artists who are fortunate enough to break into the charmed circle. The central characters include a young artist, with his first one-man show, the dealer who is hoping to make a good thing out of him, the collector who specializes in moderns, and the lovely and heartless mistress of the dealer. A story of the insidious poison of success and its accompaniments." *To be published January 7th,*

\$2.50

JAMES LAVER'S BACKGROUND FOR VENUS

ALFRED • A • KNOPF • PUBLISHER • N • Y •

THE PUBLISHERS' WEEKLY, Publication Office, 19th & Federal Sts., Camden, N. J. Editorial and General Offices, 62 W. 45th St., New York City. Subscriptions \$5; Canada \$7.50; Foreign \$6; 15c a copy. Entered as second-class matter at the Post Office at Camden, N. J. Copyright 1934 by R. R. Bowker Co. London, D. H. Bond, 329 High Holborn W.C.1.



ATTENTION!

This is an important announcement

Something absolutely new will be published on January 21—something that looks as if it will sell. A book that will thrill you, excite you, terrify you, but fascinate you. A book, in other words, that will *sell itself* to you, if you will only look at it. You'll see then that it's a book that will sell itself to *your customers* if you will only show it to them.

THE BREATHLESS MOMENT

Pictures assembled by Philip Van Doren Stern

Introduction and Descriptive Text by Herbert Asbury

consists of pictures that made newsboys shout "Extra!" when they first appeared. It contains 275 of the most dramatic and sensational news photographs made over a period of seventy-five years—pictures of shipwreck, fire, and earthquake; of murder, lynching, riot, assassination, and gang warfare; of execution and torture; of hazard and speed on land and sea and in the air. Some are famous; some are known only in professional circles; others have never before been printed because no one ever dared to print them.

To be published January 21, \$3.00

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New novel by the author HE

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Thornton Wilder

HEAVEN'S MY DESTINATION

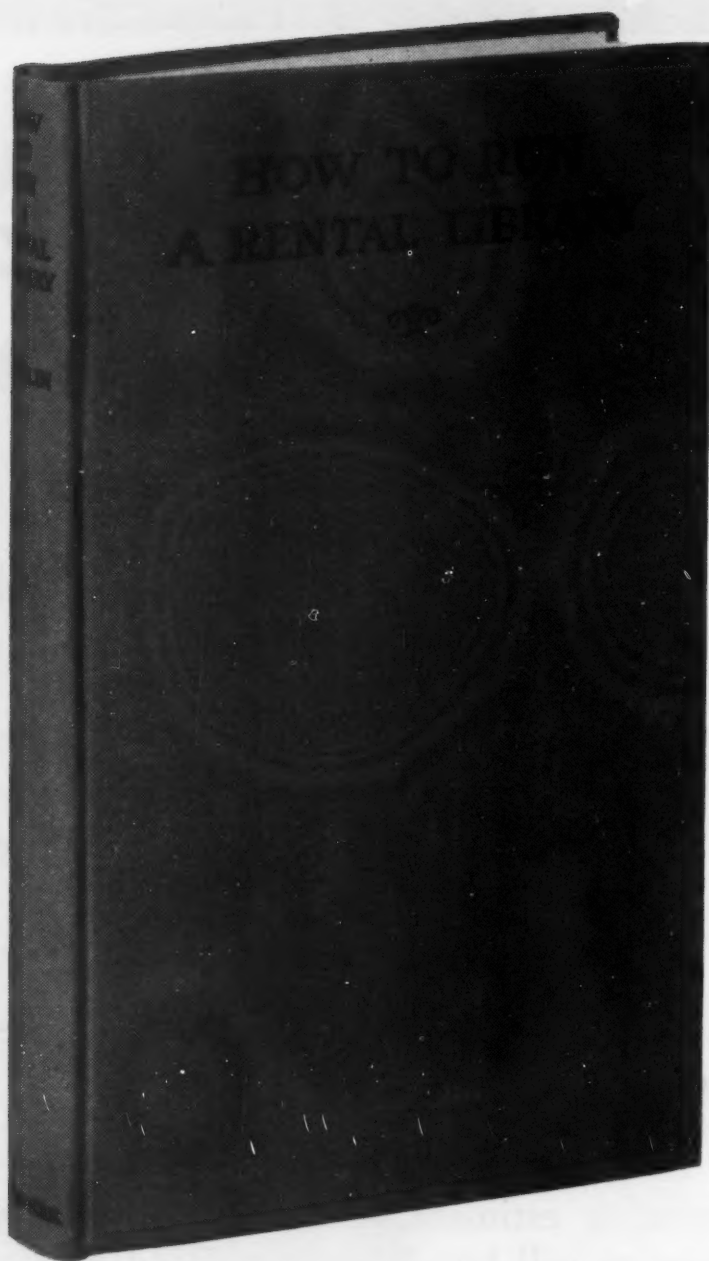
When no big books were published in January, Harpers made it a big month by publishing Zane Grey at that time. Now Harpers has another tremendous seller for January—your opening big gun for 1935.

PEOPLE, at a conservative estimate, read and enjoyed *The Bridge of San Luis Rey*. A large proportion will buy Thornton Wilder's new book, the modern Don Quixote, as soon as they hear of its publication. We're launching a big national advertising campaign to inform them. You'll want to use window displays, counter displays, and personal recommendations to your customers. The book stands up. The merchandising set-up is right. The result will be a big order. *Coming January 2nd.* \$2.50

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HEAVEN'S MY DESTINATION is one of the few books by an American to be selected by the English Book Society; it is also one of the few to be selected by both American and English Book Clubs. The volume is one of the most discussed works of the year. J. B. Priestley says: "His



Written so simply and clearly that every step is covered for the beginner; yet the experienced library owner will find many tips in it, too, for Mr. Conklin studied the systems and methods of more than 50 circulating libraries before he wrote this book. He tells just what to look for when one is picking out a location for the library, what furniture, fixtures and supplies are necessary and how they should be arranged. He outlines the simplest and most efficient card file system for the circulating library and the simplest bookkeeping system. This book will save time and money for the beginner or the established circulating library.

Cloth—136 pages

Indexed—\$1.25

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to be published in January

(*) Fiction	Author	Title	Prob. Price	Date
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	L. H. & ETHEL Z. BAILEY	Hortus (New and enlarged edition)	5.00	1-22
	*JOHN BROPHY	The World Went Mad	2.50	1-8
	CARRIE CHAPMAN CATT et al	Why Wars Must Cease	1.00	1-15
	RUDOLPH W. CHAMBERLAIN	There Is No Truce	3.50	1-29
	EDWARD CORSI	In The Shadow of Liberty	3.00	1-22
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	*NAOMI JACOB	The Loaded Stick	2.50	1-2
	*LEO LANIA	Land of Promise	2.50	1-15
	*A. G. MACDONELL . .	How Like An Angel	2.00	1-2
	OGDEN L. MILLS . . .	What of Tomorrow	2.00	1-15
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	G. BERNARD NOBLE . .	Policies and Opinions at Paris, 1919	3.50	1-29
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"It will get us out of the 'Depression'"

said one dealer who saw an advance copy. This is going too far perhaps, but it certainly will bring back the old time spirits and the sensible old fashioned point of view.

This book will sell big

by word-of-mouth advertising. People read it out loud and pass on the good word. The author is giving readings. It is not great literature, but it is the sort of thing we believe will sell right now . . . it's different, it's highly readable, and people like it.

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LIGE SAUNDERS, town clerk and tax collector. Fearless, energetic, well informed. A sound philosopher, greatly influential in Bedford.



TIMOTHY TAYLOR, early capitalist, town's smartest citizen, good judge of horse flesh and a sharp trader.



HEN BLANCHARD, stage driver, raconteur, cook, fly-fisherman. Knew history and genealogy of everyone in Bedford and minced no words.

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BY MARY FRANCES DONER

Every so often, a book, be it about Armistead Maupin's "Fingers" or because of some inner quality springs from the pen of a woman. "ONE WOMAN'S STORY" will be such a book. It is a human document of the first order, and it is a great story. Nurse tells a magnificent story of heroism and sacrifice.

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BY MARY FRANCES DONER

Miss Doner is a deft light fiction writer who is making a stir in the popular magazines. In "Let's Burn Our Bridges" she poses the challenging problem: What happens to the woman who can't keep her husband against the competition of a younger and prettier woman? Rental customers will make a dash for this one. Jan. 2nd \$2.00

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BY ANNE ROWE

The author of "The Turn of the Wheel" writes about a 'select' group of half a dozen houses, and particularly about the emotional lives of its very interesting inhabitants. Engrossing reading and a perfect library book. February, \$2.00

TIRRUP BROTHER

BY CHERRY WILSON

A new Western by Cherry Wilson, author of "Black Wing's Rider," always an event. Right up to date, this one deals with the recent struggle in which the struggle for grass—life!—leads to a bitter conflict between sheep and cattle owners. Eagle Strange's enormous range is the stage on which this thrilling drama takes place. A stirring romance is woven in, for good measure. Jan. 15th \$2.00

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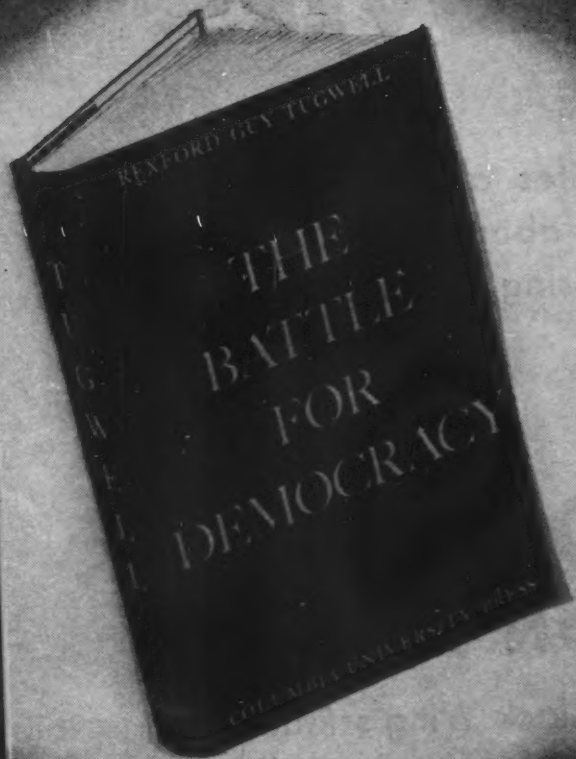
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THE PUBLISHERS' WEEKLY

THE AMERICAN BOOKTRADE JOURNAL

DECEMBER 15, 1934

"The Wisdom of the Ages"

How to Reach the Market for a Quotation Book

RAYMOND T. BOND

Dodd, Mead & Co., Inc.

By HIS OWN TESTIMONY, Frederic Melcher went to church on a recent Sunday morning. Somewhere in the sermon, the eloquent padre drove home the point he was making by using that well-known quotation: "But for the grace of God, there goes Mr. . . ." When the service was over, according to Mr. Melcher, a friend from a neighboring pew came up to him and said, "You are an editor and know a lot about books. Who was it first said those words the minister used about 'But for the grace of God, there goes . . .'?" Mr. Melcher admitted that he knew the quotation but couldn't remember who first said it. So they started on a tour around the church and found that, while everybody had heard the saying, nobody was quite sure of its origin. Bunyan, Baxter, Wesley, Taylor were suggested. Whereupon Mr. Melcher went to his office to look the matter up, only to discover that the quotation books on his shelves were of no help. The next day he called Dodd, Mead and Company on the chance that an advance copy of Burton Stevenson's new "Home Book of Quotations" might be available. This was the case and a quick search was made in the big red volume for the unknown authority. Actually it was the first acid test to which Mr. Stevenson's new book had been subjected. You will find the quotation on page 1634 at the bottom of the left-hand column, thus:

National Biography). The saying has also been attributed to John Bunyan and to John Wesley.

Which incident serves to bring to the attention of booksellers the arresting fact that they now have on their tables the most complete, most authoritative and most thoroughly documented dictionary of quotations that has ever been published anywhere. Work on it began almost five years ago when Burton Stevenson was urged by Frank C. Dodd, president of Dodd, Mead and Company, to make use of his wide experience as compiler, editor, writer and librarian, in building up the greatest book of quotations ever made. Mr. Stevenson had already been turning the idea over in his own mind and after a brief consideration of the proposal wired his acceptance of the contract terms. Quietly and unobtrusively he began the long task, working day in and day out at his library desk in Chillicothe, with occasional trips to New York for consultation with his publishers and with specialists in the many fields where his researches led him. Librarians in all parts of the country gave him their services in verifying local details about books and authors. Owners of rare documents sent him photostats to insure correct transcription. Newspapers opened their editorial pages to his inquiries, and columnists, the lynx-eyed F. P. A. among them, joined in the search for accuracy. After five years of almost superhuman labor on the part of Mr. Stevenson, the book is now ready. The purpose of this article is to explain briefly what sales opportunities

7
But for the grace of God there goes John Bradford.

JOHN BRADFORD, on seeing some criminals on the way to execution. (See *Dictionary of*

"The Home Book of Quotations" presents to the alert bookseller.

Modest Proposals for Selling the

H. B. Q.

The best way to sell "The Home Book of Quotations" in a bookshop is to have each book clerk spend a half-hour turning the pages of the volume. Nothing that can be said about the book can match the charm and variety of the book itself. It contains the quintessence of the best thoughts of great minds; from antiquity to the present; nothing stale or unprofitable can survive such competition. Above all, it's not a stodgy dictionary. It is a live, vital book. Every page is sprinkled with human interest. To turn its leaves is to be endlessly surprised and delighted to find oneself caught by the spell of its thousand fascinations, as rich and varied in mood and interests as human life itself. No sales suggestions in print can hope to equal what a bookseller can get for himself out of a half hour with the volume. Here, however, in numerical arrangement, are a few salient points. As you present the volume to your customer, group your sales argument around these four headings:

First—Completeness or Comprehensiveness

1. In number of quotations alone The H. B. Q. is nearly twice as comprehensive as any other book in the field, containing 71,280 sayings.

2. It includes Aeschylus, Euripides, Shakespeare, the Bible, and the other standard sources; but it also includes Sandburg, Mencken, Frost, Morley, Millay, and other living Americans.

3. It contains quotations from Greek, Latin, Italian, Spanish, German, French and Scandinavian sources, as well as English. The translation is given first.

4. It includes a number of lively and amusing sayings which previous compilers overlooked. Mr. Stevenson, for instance, re-read his entire Shakespeare, to cull valuable colloquial and slang phrases which were too good to omit.

5. Modern English authors and subjects are covered equally well. The Sitwells are here; also Housman, Wells, Yeats, de La Mare, Kipling, and Shaw.

6. The book emphasizes familiar American historical and political phrases. Roosevelt's "Forgotten Man" is here, and Al Smith's "Boloney."*

Second—Accuracy

1. All quotations have been carefully checked and compared with original sources. The proof has been read by Mr. Stevenson himself, and confirmed, line by line, by Joseph Greenbaum, of the proof-reading staff of *The New York Times*.

2. The H. B. Q. is a completely new book, made from start to finish for American readers today. It is not a revision or amplification, or a patched-up enlargement of another volume. As a result, it has none of those inherited errors which, once they are incorporated in a text, are next to impossible to root out. One well-known quotation book makes four errors in the first stanza of "America." Mr. Stevenson began all over, and went back to first sources. Where he couldn't examine a text himself, he had a photostat made.

Third—Arrangement

1. In addition to topical arrangement, subjects are sub-divided into natural groups, so that related quotations appear together. Where a quotation has come down through history in several forms, the variants are arranged chronologically, to show the evolution.

2. There is an authors' index of 4,719 names, by which you can locate a quotation if you know only the author's name.

3. There is an index concordance of over 55,000 topical entries, by which you can locate a quotation if you know only one important word in it.

4. Mr. Stevenson has been a librarian in this country and abroad for more than a quarter-century. He has met the inquiring minds of average citizens time and time again. He knows what their general problem is and how to put the information before them in the most ac-

* * Nothing doing. That's just "boloney." Everybody knows I can't lay bricks. Alfred E. Smith, at the laying of the cornerstone of the New York State Office Building, when asked to permit a motion picture showing him actually laying the brick. His secretary states that "it is impossible to say exactly when the Governor first used the expression 'boloney.'"

cessible manner. The book shows this from every angle of approach.

Fourth—The Format of the Book

1. The book is printed on a thirty pound Bible stock, especially manufactured for this job. The paper is thin, but tough and opaque, is a little off white in color and is not highly glazed, these last two factors a help to the eye.

2. The type is Old Style, a clear open face, set with generous spacings and margins.

3. It is bound in heavy, red buckram, with cover design in genuine gold.

4. It is Singer-stitched, muslin-guarded, and sewn on two tapes, with headbands, and will open flat without cracking. Let your customer open the book himself and enjoy the comfortable feel of the binding and the smooth texture of the paper.

5. It has a gilt top for private libraries, and a sprinkled, red top for public libraries.

Who Are Prospective Customers?

The retail bookseller, in our opinion, knows more about selling books than the wholesaler; but in the present instance we have had more time to think about the matter than he has and offer the following suggestions. Before turning to sales to individuals, there is an excellent opportunity in this ten dollar unit to appeal to groups: Clubs, which want to give their leader a distinguished Christmas present; Church Societies, which want to do something for the minister at Christmas; Bible Classes, which want to present their teacher with a useful remembrance—particularly the Men's Bible Class whose teacher is usually the minister; Graduation Classes, which would like to remember their teacher or their school library in some lasting manner. There may be an opportunity here for the bookseller to assign one of his most experienced sales people the task of spending an *extra hour for lunch* each day during the next few weeks, in calling on prospects like the above, on a personal canvas, with



The manuscript of "The Home Book of Quotations" included 72,000 classified entry cards

a copy of the book as a prospectus, or in making personal or telephone contacts with outstanding local members of the following occupational groups.

1. For the lecturer, man or woman, who appears often on the platform, the book will lend both distinction and authority to his addresses.

2. For the lawyer, it contains forceful and convincing citations from the greatest minds of all times.

3. For the preacher, it holds a stimulating and inspiring collection of the world's best thoughts.

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5. For the teacher, it places at instant command the wisdom of the ages.

6. For the student, it is indispensable as an accurate and reliable compendium, touching many fields of learning.

7. For the general reader, it is a ready companion for every mood—an instant help in suggesting the best thoughts on every desired topic, set down in the most finished and satisfactory form.

8. For the library, public or private, it is as necessary as the dictionary and the encyclopaedia.

A sixteen-page illustrated brochure, done in color, with reproductions of typical pages from the book and containing a complete sales analysis of its usefulness is available from the publisher for the asking.

THE Publishers' Weekly

The American Book Trade Journal

Founded by F. Leypoldt

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Publication office: 19th & Federal Sts., Camden, N. J.

All correspondence should be addressed to the

editorial and general office:

62 West 45th Street, New York City.

MUrray Hill 2-0150.

Cable Address: *Pubweek, New York City*

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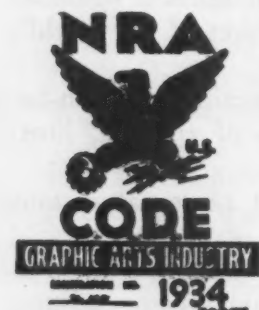
LOUIS C. GREENE Advertising Manager

December 15, 1934

IHOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto. —BACON.

Business Is Better

IN OUR NEWS PAGES this week are a number of Prosperity Notes indicating that, as we



have predicted, this Christmas season is turning out to be appreciably better for the booktrade than the past two or three. This, we think, results from two factors: the observance of the Booksellers' Code and the better state of

the general retail trade.

The financial pages of the New York Times last Sunday carried an analysis of retail trade the country over showing a brisk spurt in retail sales. Dollar volume of department store sales in the New York area was expected to exceed last year's figures by 10% by the end of December. In Philadelphia retail buying in November was 8% above the past year. Holiday trade in Chicago is the best since 1930 with a big demand for luxuries. Cleveland showed a 5% increase in department store sales; St. Louis, an appreciable advance; Kansas City

an increase of 10-15%; Richmond, about 15%; Dallas, a marked increase; San Francisco, excellent volume of retail sales, and in Atlanta, Georgia, several department stores reported increases from last year of from 50% to 70%. Only in New England and the Northwest was there any evidence of slackening.

Our inquiries among New York booksellers indicate that their business is running anywhere from 20% to over 40% ahead of last year, with the promise of a real old-fashioned "Christmas rush" during the week before the holiday. Publishers, too, report excellent sales, spread more than usual over their entire lists.

All these things make it difficult to understand the statement of Channing E. Schweitzer, managing director of the National Retail Dry Goods Association, that price-fixing in NRA codes has had a decidedly harmful effect on the sale of books, toilet goods, drugs and sundries. Mr. Schweitzer quoted statistics issued by the Federal Reserve Banks of New York and Boston showing the monthly trend of retail sales and stocks for book and drug departments, saying: "During the first quarter of the year there were substantial monthly increases in the sale of books and magazines in the New York Federal Reserve District, but when the code became effective the percentage of increase declined to 5.4% and every month thereafter through October the sales of books have shown substantial decreases under the corresponding months of the previous year." Mr. Schweitzer fails to point out several things. First, that these figures apply to department stores only and included, in the New York area, at least four stores that had been depending on deeply cut prices for sales. He quotes no figures for bookstores, where sales since the code was signed have shown substantial increases. Secondly, his figures include both books and magazines. Magazines have never been sold at cut prices and therefore could not be affected by the code. The Federal Reserve figures, based exclusively on department store reports, make no breakdown between books and magazines. A third fact that Mr. Schweitzer overlooks in his statement is that the general business trend shows exactly the same curve he attributes to book sales. That is to say, from January through March this year according

to *Business Week's* weekly index of business activity, business in general showed steady and appreciable gains over last year. In April, May and June the gains became steadily smaller until in July the 1934 figures fell below those of 1933. This is attributable to the NRA boom in 1933. Now if book sales follow the general trend it is rather foolish to attribute their fluctuation to one cause which could not possibly have affected the trend of general business.

We feel that the booktrade has made substantial gains this year. A feeling of optimism runs through the entire trade. Mr. Schweitzer will have to do more than quote misleading figures before he can persuade us that the booksellers' code has been harmful.

New Enterprises Pull Through

THE GOVERNMENT STATISTICS just released on retail distribution covering 1933 contain very suggestive figures. One fact immediately noticed is that there was but a small decrease in the number of retail stores in the four years between the last Census of Distribution in 1929 and 1933, in fact, only 1.1%, while the volume of business done was 49% less. Perhaps the right interpretation of this situation is that many of the old stores dropped good men in order to cut down expenses and these men, facing the necessity of some activity, have started up new though small enterprises. It would be equally certain that younger men who would ordinarily have found opportunities in large established organizations have devoted their imagination and energy to starting new retail selling projects. Although all stores must be thus operating at lower business totals, there must have been injected into the retail field an amount of new energy and earnestness born of desperation that may well be expected to do something for the future. These facts are perhaps the more encouraging because recent figures of store failures have indicated no increment in these in the last couple of years. The new enterprises are pulling through.

In the classifications of stores it is shown that those handling necessities of living have fared better than other types, that is, stores in which food, restaurant service and general merchandise are offered have held up in sales better than retail apparel stores, furniture and household ware stores, and presumably bookstores.

New York Critics Enjoy a Literary Scrap

ALEXANDER WOOLLCOTT, in the December 1st *New Yorker*, commenting on the new Random House 4-vol. edition of Proust, started a controversy which has won those volumes columns of newspaper space. Mr. Woolcott complains like James in "The Forsyte Saga" that nobody tells him anything. He takes reviewers to task because they have not discussed the theory that the character of Albertine was modeled upon some "Albert" of Proust's circle and is, therefore, unconvincing. But this theory to most reviewers cannot be news. For good measure Mr. Woolcott attacks Frederick Blossom's translation of the last volume of the series "The Past Recaptured" chiefly because Dr. Blossom translates Proust's French slang into American slang. Here Mr. Woolcott is even more unjust, for though he has a right to dislike Dr. Blossom's translation or to disapprove of employing slang to translate slang, when he was "half-fearful that even the fastidious Ariane will have so forgotten the Guermantes way as to cry out 'Skidoo, vingt-trois pour le vôtre!'" he deliberately or carelessly misses the point.

Neither do the Brothers Boni deserve Mr. Woolcott's scorn. They rejected the English publisher's translation by Stephen Hudson, as inadequate and had Dr. Blossom make a new translation for American sale.

Herschel Brickell of the *New York Evening Post* has made the most detailed and careful reply to Mr. Woolcott which has appeared, though other critics have entered the controversy. Malcolm Cowley in the *New Republic*, points out that Dr. Blossom was working with an unfinished novel, the last volume in the series not being so carefully rewritten as the earlier books.

At the conclusion to his column Mr. Brickell takes a gentle revenge for Mr. Woolcott's slap at him. "Mr. Woolcott," he says, "insists that 'Remembrance of Things Past' is not 'a great and abiding novel.' In spite of his ability to make best sellers with a gesture, I don't somehow believe he would know about that!"

How the *New Yorker* felt about it we don't know, but in the next week's issue "Shouts and Murmurs" was moved over to the very last page of the magazine.

News of the Week

New Organization to Promote Sales of Older Books

ORIGINAL EDITIONS, a new organization to promote sales of books published two or more years ago, has been formed by Hastings Harcourt, assisted by Ruth Brown. The first four publishers to subscribe to this new merchandising project are Little, Brown, Harpers, Dodd, Mead and Harcourt, Brace. It is expected that after the plan gets under way other publishers may join.

The idea is that instead of either dumping remainders on the market, as some publishers do, or destroying them, as other publishers do, good books at lower prices can be carefully marketed and sold through the regular bookshops to the profit of both publisher and bookseller. English publishers have been more aware of the possibilities of the in-between price market than American publishers and it is hoped that by this plan that in-between market will be reached.

Publishers will submit the titles they wish to have marketed by Original Editions, and the books will be carefully chosen. Fad books, which will become outmoded, books on current events which have become passé, ephemeral fiction will all be excluded. The aim will be to choose good books which were well received on publication, books which have somehow got lost in the flood of new publications.

Fiction will all be sold at a retail price of \$1.01; non-fiction, and the majority of the books will probably be non-fiction, will be marketed at various prices.

Each book will carry a special band printed in black and red; across the front of the band will run the legend "Original Editions—Limited quantities of fine books at reduced prices." On the back of the band copy will read: "Original Editions makes it possible to own a library of time-tested modern books in their original editions at 40% to 70% savings. Many important books of two or more years ago have been lost sight of in the constant onrush of new publications. Original Editions selects the best of these for republication." On the flaps of the band the customer is told that "It is the policy of Original Editions to make expen-

sively printed and bound books of permanent value available to book-buyers by republishing the same volumes at lower prices. Less expensive bindings are used on less than 10% of the books sold by Original Editions. Original Editions makes available in limited quantities a selection of important books published by leading publishers. Prices are reduced 40% to 70%, yet these books are not reprints. The reduced price of this book is possible because publishing costs have been partly absorbed by its sale at full price for two years or more."

This band is used so that these books won't get on to the bargain table because the books will not be of the sort that will appeal to the great majority of bargain hunters, and so they won't get put with the dollar books because most dollar books are of the more best-selling popular sort and also appeal to a different market; also, so they won't get put with regular stock and bring up the question to publishers' and customers' minds as to the why of the reduced prices.

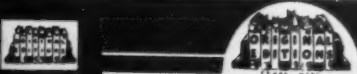
The project will get under way about the middle of January, and booksellers can get from the company a discount schedule. Harcourt, Brace salesmen will sell Original Editions, at least for a time. Trade and other advertising will start about the first of the year. In general, the publishers will, after the initial trip of the salesmen, concentrate their efforts on those shops which show an interest in the plan by ordering or by asking for a list of available titles.

In further explanation of the need for some such plan, Hastings Harcourt has outlined what happens to the books that are published. A given number were published in 1932, for example. These books have found their way to a number of fates:

1. Some were best sellers and will be re-issued as popular reprints. Original Editions can sell any stock of the original editions left on the publisher's hands at a price between the reprint price and the original price.

2. Some were books associated with fads, or current events, or were more short-lived types of fiction. In general, nothing useful can be done with this sort of book.

3. Now we come to the good book that is lost in the rush of new publications. The



Original Editions makes it possible to own a library of time-tested modern books in their original editions at 40% to 70% savings.

Many important books of two or more years ago have been lost sight of in the constant onrush of new publications. *Original Editions* selects the best of these for republication.

Original Editions

Limited quantities of fine books at reduced prices

101

This band will appear on all books distributed by Original Editions

publisher and the bookstore concentrating on new attempts at success are quick to admit failure and the book dies practically unknown by the book-reading public. With new promotion as an Original Edition, newly identified by a band, and in a new price range, such books may find a real market.

4. The same sort of good book of which, say, 2000 are printed; good reviews surprise the publisher and he has to print again; the book has a flurry of success and then gets overwhelmed by a flood of newer books. Original Editions can sell the remnant of the last printing and perhaps many more.

5. The good book that has its 5000 sale and goes on selling. The publisher's problem is to keep this book in print and yet print enough to keep his costs down.

Irish Academy Makes Award

THE IRISH ACADEMY OF LETTERS, formed last year, held a public session on December 5th to make its first awards. The Harmsworth Prize was awarded to Lord Dunsany for his story "The Curse of the Wise Woman." Shaun O'Faolain's "A Nest of Simple Folk" and Helen Waddell's "Peter Abelard" were announced as close contestants. For the best work in Gaelic the award was made to Maurice O'Sullivan for "Twenty Years Agrowing." William Butler Yeats presided over the meeting and awarded the prizes.

Hobby Booklet Issued

THE GIRLS' FRIENDLY SOCIETY of the United States of America has issued a new program booklet "Making Reading Your Hobby," which is one of a series of four booklets that make up the society's program kit, "Try Something New." The reading booklet tells how to have a series of programs built around good books, new and old, how to use the public library and how to start a personal library.

New York City Passes Sales Tax

NEW YORK CITY BOOKSELLERS and publishers selling at retail to residents of New York City must charge a 2% city sales tax on all sales over 12 cents, according to a law just passed by the City. The provisions of the tax are that there shall be no tax on sales up to 12 cents, a 1 cent tax on sales from 13 to 62 cents, a 2 cent tax on sales from 63 cents to \$1.12, and so on with sales of higher amounts following the same progression. The law makes it mandatory for the retailer to add the tax to the price of the article and to list the tax as a separate item on bills of sale or sales slips. A store wishing to absorb the tax on a \$2 article, for instance, would have to advertise it at \$1.96 plus 4 cents tax. This automatically prohibits the absorption, in any manner, of the tax on books covered by Section 3a of the Retail Booksellers Code. All retailers in the city are required to register with the Comptroller within thirty days from December 10th.

The B. C. T.'s Golden Anniversary

AT THE ANNUAL business meeting of the Brotherhood of Commercial Travelers, held on December 5th, Frank W. Hall was elected President, Ira L. Hessell, Vice-President and John Hovendon, Secretary and Treasurer. The fiftieth, their Golden Annual Banquet, will be given at the Waldorf Hotel on Thursday, December 27th.

Mark Twain Awards Announced

RESULTS OF THE Eighth Annual contest for the best list of quotations from the works of Mark Twain were announced last week by the Mark Twain Association. The first prize of \$50 was awarded to Genevieve Richmond of Alexandria, Va. Judges were William Lyon Phelps, Haryot Holt Dey, Stephen Leacock, Clara Clemens Gabrilowitsch and Cyril Clemens.

Control Committee Honors W. Morgan Shuster

THE BOOK PUBLISHERS' CONTROL COMMITTEE, which was succeeded by the Code Authority when the Code was adopted in October, gave a dinner in honor of W. Morgan Shuster, who was elected Chairman of the Control Committee in October 1933, at The Players on Wednesday evening December 5th. In addition to the members of the Control Committee, the three new members of the Code Authority were present. The members of the Control Committee presented a cigar humidor, engraved with the signatures of the committee members, to Mr. Shuster. Besides Mr. Shuster, those attending were George P. Brett, Jr., Harry P. Burt, Cass Canfield, Bennett A. Cerf, Whitney Darrow, Frank Dodd, Alfred A. Knopf, Joseph W. Lippincott, Alfred R. McIntyre and W. W. Norton.

Angell Wins Nobel Peace Prize

SIR NORMAN ANGELL, British author and lecturer, was given the delayed award of the Nobel Peace Prize for 1933 in Oslo last Monday. Sir Norman is the author of "The Unseen Assassins" (Harper), "The Story of Money" (Stokes and Garden City) "The Great Illusion" (Putnam) "The Fruits of Victory" (Appleton-Century) and "From Chaos to Control" (Appleton-Century). "Peace and the Plain Man" by Sir Norman will be published here by Harper's and in England by Hamish Hamilton in January.

Himebaugh & Browne Settlement Reached

IN THE SEPTEMBER 29TH issue of the *Publishers' Weekly* we reported that on Friday, September 21, Himebaugh & Browne executed a general assignment for the benefit of creditors to Frank R. Thoms of Thoms & Eron, assignee. A meeting of creditors was held early in October and it was decided to accept Mr. Browne's offer of 25%. Cash was paid to accounts of under \$500, and a series of notes on accounts of over \$500.

On November 2, the Court authorized the sale of the business to Daniel B. Browne on those terms. As a result \$3,000 was distributed to creditors who had decided to take 25% in cash and long term notes were issued for over \$12,000. These \$12,000 repre-

sented 25% of the approximate \$50,000 held by creditors who took the long term notes. These long term notes are held by 14 creditors; 202 creditors filed claims; the money was distributed and the notes sent out on this basis the latter part of November. The business is now being run by Daniel B. Browne, Maurice Inman and George W. Stair. Mr. Stair has been with the firm for many years and was head salesman at the Fifth Avenue store.

Steiger in Bankruptcy

E. STEIGER & Co., booksellers of New York City, filed a voluntary petition in bankruptcy on November 30. P. J. Duffy was appointed receiver by the Court on December 1. Complete schedules have not yet been filed but the liabilities will probably amount to about \$10,000 exclusive of family debts, for the family has put a substantial sum into the business to keep it going. There are about 300 American creditors and 100 foreign creditors all for quite small amounts. The book value of the assets is said to be about \$50,000 but the large inventory contains a high percentage of paperbacked foreign books, chiefly German, which are slow moving items.

E. Steiger & Co. was started by Ernst Steiger in 1866 at 17 No. William Street. The firm name was changed to E. Steiger & Co. in 1880, and moved to its present quarters at 49 Murray Street in May, 1910. Mr. Steiger, senior, resigned as president in 1915 and was succeeded by his son, Ernst Steiger, Jr., who is president of the firm. The vice-president is his sister, Augusta. The elder Mr. Steiger died in 1917. The firm did a large business in imported German books, foreign language textbooks and German periodicals.

Copyright Conference Postponed

THE STATE DEPARTMENT has received word from Berne that the Belgium government has asked that the Conference of the International Copyright Union, which has been scheduled for Brussels for next June, should be postponed till 1936. While the action of the directors of the Conference has not yet been taken, it would seem likely that the request of the government which had planned to act as host for the conference would be likely to bring about the postponement to another year.

Code Questions Answered

THE NATIONAL BOOKSELLERS CODE AUTHORITY has had many inquiries since the Code was approved. The following gives information on the questions which are most frequently asked. This is not an attempt to re-state the Code—everyone handling books should be familiar with Schedule B, and if you do not have a copy available for study, you may obtain one from the Code Authority office for \$0.05. In connection with the following answers, please refer to the Code. "3A Books," as used below, means books governed by Section 3A of Schedule B.

Question

Are publishers governed by Schedule B?

Answer

Yes. "Bookseller," as defined in Schedule B, means any individual or organization making sale of trade books to the consumer—including publishers, jobbers, booksellers, etc.

May a discount be allowed for cash on 3A books? For quantity purchases?

No discount may be allowed for cash or for quantity purchases.

What classes of books are governed by Section 3A?

A new or first edition of any book manufactured or published for sale by bookstores, including: a reprint; a bona fide revised edition, materially different from any previous edition.

May a bookseller charge \$2.00 for a 3A book published at \$2.00 and himself pay the transportation to the customer?

Yes, he may assume the transportation cost. However, he may NOT offer or sell a 3A \$2.00 book at \$1.90, plus carriage.

May a Discount Be Allowed on the Sale of 3A Books to the Following:

An AUTHOR? A FINANCIAL SPONSOR?

Yes, but ONLY when buying his or its OWN BOOK from his or its OWN PUBLISHER.

A CHURCH, purchasing books for use in its classes?

Yes. This is construed to be included in Exception 2, Section 3.

A BOOK REVIEWER?

No. (However, there is nothing to prohibit a bookseller from giving away a book gratuitously—except that a bookseller may not give a book as a premium.) See Footnote A.

A DEPARTMENT STORE EMPLOYEE in other than the book department?

Yes.

AN EMPLOYEE OF A UNIVERSITY who is not directly employed in the bookstore?

No.

A SHOPPING AGENT?

Yes. (When the shopping agent resells to those for whom he is acting as agent, he may not grant a discount).

FOOTNOTE A: No bookseller may give a book to a consumer as an inducement for the purchase of another book or other merchandise; nor may a bookseller give other merchandise to a consumer as an inducement for the purchase of a book. ("Book," as used herein, means any book, regardless of the length of time elapsed since its publication date). NOTE: For complete rule on Premiums, see Schedule B, Section 3C.

Whenever a question arises as to whether or not an organization is a "charitable organization" and as such included in Exception 2, Section 3, of Schedule B, the problem should be referred to the National Booksellers Code Authority.

The National Booksellers Code Authority will be glad to answer any questions which may arise regarding the above matters. It requests, however, that when inquiry is made, full details be given of the specific case which has come up.

A TEACHER? A GROUP OF TEACHERS? A READING CIRCLE?

No. (Except STATE Reading Circles, as stated in Section 3, Exception 2.)

A company purchasing books for PREMIUM purposes?

No. They are the consumer.

A consumer who agrees to buy a series of books, to be selected monthly?

No. (Except from Book Clubs, as defined in Schedule B.)

A library of a school conducted by a trade organization?

No. It does not matter that the work is non-profit-making. As it is not a school in the generally accepted meaning, no discount may be allowed.

A CLUB LIBRARY?

No.

A "PUBLIC UTILITY" COMPANY, or other COMMERCIAL ORGANIZATION, for its library?

No discount may be allowed such organization for its library, or any other use.

A STOCKHOLDER of a department store?

No.

Detroit Circulating Library Raided by Police

FIFTY BOOKS adjudged as salacious literature by a police squad which raided a Detroit circulating library last week included, among other works, Walter B. Pitkin's "Life Begins at Forty." According to newspaper reports, "The officers weren't exactly prepared to say just what they objected to in the work of the Columbia University professor. But they were pretty certain that the 'Life Begins at Forty' title had more than one meaning if one took time to look into it." The "pornographic" works were discovered in the Service Circulating Library, on the third floor of the Lafayette Building, by Sergeants Oscar Lucas and Walter Stelt of the Detroit police force. Other books confiscated included

Hugh Walpole's "Captain Nicholas," Knut Hamsun's "The Road Leads On" and Abbe Prevost's "Manon Lescaut."

International Publishers Mark 10th Anniversary

ON FRIDAY, DECEMBER 14TH, a reception was given at the New School for Social Research to mark the 10th anniversary of International Publishers. B. W. Huebsch was the chairman of the sponsoring committee which included Bennett A. Cerf, Thomas R. Coward, Alfred A. Knopf, W. W. Norton, Heywood Broun, Malcolm Cowley, Michael Gold, and Lewis Gannett. International Publishers is run by A. A. Heller and Alexander Trachtenberg.

Jerre Mangione, of McBride, has written a brief history of the firm for the issue of December 22 of the *Publishers' Weekly*.

Catholics Sign Film Pledge

CATHOLICS the country over were urged last Sunday to take a pledge to boycott "salacious" movies. During the week previous the Catholic Church had issued a list of current films, divided into three groups: those suitable for anyone to see, those suitable only for adults, and those which were considered corruptive to morals. The pledge to the Legion of Decency, presented last Sunday, reads: "In the name of the Father and of the Son and of the Holy Ghost, Amen: I condemn indecent and immoral pictures, and those which glorify crime or criminals. I promise to do all that I can to strengthen public opinion against the production of indecent and immoral films, and to unite with all who protest against them."

Third Publishers' Bridge Tourney

THE THIRD ANNUAL Book Publishers' Contract Bridge Tournament for the next year's possession of the Inner Sanctum Cup will be held on Wednesday, December 26th, at the office of Simon & Schuster, 386 Fourth Ave. Any publisher may enter but may not be represented by more than two pairs (four players). Entries should be sent to A. R. Leventhal, care of Simon & Schuster by December 24th. There is no entry fee. Play is scheduled to begin promptly at 8.30 P.M. The previous winners of the Cup were: 1933—Viking; 1934—American News Co.

A New Book Club

FOR THE PAST THREE MONTHS Harrod's, the big London department store, has been advertising its own Book-of-the-Month selection, with the claim that a book is chosen to fit the individual customer's needs. Prior to that the scheme was tried out on a few of the store's regular customers and was well received. Although the public acceptance of the idea to date has not been startling, it has been very satisfactory and very well worth doing.

Under the Harrod plan the customer undertakes to purchase one book a month, and indicates on a form his preferences as to price range, subjects and authors. A list of 34 authors is given on the form representing well-known writers of every type of book. When a customer has indicated on this list the half-dozen he likes best, the store has a very good idea of his tastes.

Every month a book is selected with regard for this expression of tastes, and sent to the subscriber. If, after reading it, he finds that he is not satisfied with the choice, he has only to return it with a request for any other book of similar price, and the exchange is made without question. This offer holds good for 21 days, although of course the second book cannot be exchanged. In practice only a small number of books are so exchanged.

Cadness Page, manager of Harrod's Book Department, believes that this idea will eventually become as popular as the policy, initiated ten years ago, of selling instead of a year's subscription to the lending library, a subscription for 365 days which may be used up as slowly or as quickly as desired.

For 35 shillings one may buy the right to keep a book out 365 days or exchange it as often as one wants. If books are taken only occasionally, the subscription may last several years; if several books are borrowed at a time, it will expire in less than a year. The subscriber is guaranteed any new book within twenty-four hours, the only limit being that books from 15 to 21 shillings count as two for the first three months after publication, and novels at more than 7/6 are supplied in rotation, not on demand. Books of specialized interest and limited demand are also supplied on payment of a fee determined by the usefulness of the book to the library.

This library service has steadily gained in popularity over the last ten years as people have come to appreciate its advantages.

In a tremendous newspaper-department store tie-up the London *Observer* and Harrod's have made an arrangement whereby anyone who clips a certain coupon, called "The *Observer* Book Coupon," from the pages of the *Observer*, may buy books from Harrod's on a "retain or return" basis. This means that the purchaser buys the book at the published price, takes it home and reads it, and then if not satisfied that it is the kind of book he would like to keep, may return it to Harrod's for a refund, less a small fee for the privilege of reading. This fee is a penny a day, with a minimum of three days, to each half-crown (2½ shillings) of the published price. This arrangement has been made effective through December 31, 1934.

Clinic Discusses Editorial Problems

MUTUAL PROBLEMS confronting the editorial and manufacturing departments of publishing houses were discussed at a meeting of the Book Clinic of the American Institute of Graphic Arts on December 6th, at which a number of editors were present on invitation. This was the third meeting of the Clinic this season, the first having been given over to booksellers and the second to sales managers.

It was pointed out in the initial discussion that some firms put special care into the manufacturing of all their books, while some only took pains to make certain books on the list especially good looking, feeling that the author's name on others could carry them regardless of the excellence or poorness of the bookmaking. Robert Josephy, deploring the fact that many publishers were interested in sales alone rather than in each book as a book, stated that publishers should have the feeling that making books well is a part of publishing.

There was a difference of opinion between the editors and the designers regarding the sales value of good bookmaking. Ernst Reichl, a designer, held that the appearance of a book more than everything else influenced sales, while the editors felt that while good bookmaking might be important, publicity and advertising were more important.

Henry Hart, editor for Putnam's, won the applause of the designers when he said that bookmaking ought to assume the guise of packaging in the publisher's eye. He said the great problem was whether or not a publishing house was going to have a competent designer to supervise the manufacture of the entire list. The success of such a program, he said, was pragmatically illustrated by the Viking Press and Smith and Haas lists, which have become outstanding examples of consistently fine design. Mr. Hart said that it was difficult to get, inspire and protect a good designer, and that nothing was so stultifying as for a designer to have to work from the plans of some other department in the house.

The question of bookmaking in connection with rental libraries was taken up by F. A. Lee of Womrath's, who said that libraries look for good wearing qualities in a book. Books in the Womrath libraries are withdrawn from circulation and sold after seven readings, but many of the novels will not even stand up under that many readings, he said. Mr. Lee said that good bookmaking was an excellent way of advertising to the consumer and pointed to such a consistently well-designed list as that of Alfred A. Knopf for example.

John Beggs, of the American Book Company, speaking of textbooks, said that it was not always the question of cost that prevented good looking books from being made. Many publishers, he said, were inclined to manufacture their books in a hit or miss fashion without any attempt at design, when for the same amount of money they could secure an artistic piece of work by having one competent person in charge of the entire manufacturing operation.

Robert Josephy said that many publishers were under a misconception regarding the book designer's function. Some publishers will pick out the page size, the type face and even the paper and then send the book to be "designed." The designer is supposed to pull a book of this sort out of the fire by putting in a few flowers or finding a color that no one has ever heard of for the binding. Good design, Mr. Josephy pointed out, can only be achieved when a designer is given free rein.

The next meeting of the Book Clinic will be held at the Henry Street Settlement headquarters, 40th Street and Park Avenue, at noon on Thursday, January 10th.

Putnam's Shows Carrolliana

DURING THE WEEK following the publication of "Logical Nonsense," one of the Putnam Bookstore windows carried an interesting display showing a selection from the Lewis Carroll Collection of Philip C. Blackburn, one of the editors of "Logical Nonsense." Mr. Blackburn has been collecting Carroll and Carrolliana for several years; the window display was designed to give a comprehensive picture of the entire field.

There was a series of different editions of the "Alice" books, approximately every two years from 1866 to 1934—a panorama of Alice's popularity. The English copyright ran out in 1907, and in America different publishers began to issue the book after 1893. About thirty publishers were represented in this series, and every conceivable kind of format has been shown. Mr. Blackburn says that there are quite a quantity of editions of the two "Alice" books in addition to the 187 American editions listed in the Williams-Madan Dodgson Handbook.

A number of the pamphlets and other things reprinted in "Logical Nonsense" were on display; most of the smaller things are known only to Carroll collectors, and to dealers. The slightly elusive and very interesting series "Notes by an Oxford Chiel" was there in wrappers.

One shelf contained foreign translations of "Alice," of which the more interesting were the Chinese, Hebrew, Japanese, Russian, and Bulgarian—all languages which use a non-Latin alphabet. Mr. Blackburn will shortly publish a definitive bibliography of foreign translations, based on the Arthur A. Houghton, Jr., collection, which will be privately printed.

Several dramatizations were displayed and a number of biographical works. The section of parodies was especially interesting. The field is well covered, beginning with the "Clara in Blunderland," 1902, and running to "Frankie in Wonderland," 1934. There were several of the war parodies, and a number of books which are supposed to be on the Alice idea.

The section devoted to music was also complete. The Snark, the Walrus and the Carpenter, the Jabberwock, and several other curious creatures have been celebrated in music—"A good many of them," says Mr. Blackburn, "without any great success."



Last week we described Brentano's Fifth Avenue window display of Appleton-Century historical material. Here is a picture of the exhibit which has been attracting wide attention

News from Publishers

PUBLISHERS TELL US that our prophecy of a week ago is coming true: that this Christmas season is going to be appreciably better than the last one and the one before that. Farrar & Rinehart, for instance, report that "Anthony Adverse" continues to roll along at a rate of from 2000 to 4000 a week. Last week F. & R. filled orders for 1700 copies of "February Hill." Incidentally, Young Books in New York City deserves a great deal of credit for starting this book on the road to best seller-dom. Mrs. Kimball and her staff read it and liked it, and, full of enthusiasm, sold a copy to Robert Nathan who became equally enthusiastic. He translated his enthusiasm to action and brought the book to the attention of every book reviewer in the city with the result that "February Hill" had excellent reviews in all the papers. Young Books placed an initial order of 50 copies and has sold nearly all of them.

Polly Street tells us that one of the big books in Boston this season is "Yonder Sails the Mayflower" by Honoré Willsie Morrow. "Lost

Horizon," of course, is running away, with sales now past 30,000.

A. Kroch in Chicago sent out a special letter on "Diamond Jim" to his customers with excellent results and Frank Howard, of Duttons, Inc., in New York, sold 15 copies of the same book to one customer for Christmas gifts. Guy Turner, manager of the Doubleday shop in St. Louis, is having especially good success with "Now in November." Marshall Field in Chicago was one of the first out-of-town stores to reorder "Life à la Henri" in a large quantity. All of these things mean a Merry Christmas to Simon & Schuster. Albert Leventhal tells us that with the beginning of the 'flu season sales of "Fun in Bed" and "More Fun in Bed" have picked up again. Weekly sales of these two titles, incidentally, are never more than 25 copies apart. There will be a third book in the series next year. The title? You've guessed it: "Still More Fun in Bed."

Mr. Kroch is also showing a big sale for George M. Sutton's "Eskimo Year" a book that hasn't shown up on any other best seller

list. It's published by Macmillan. Alec Blanton tells us that in Washington and Philadelphia "Mary Peters," "Experiment in Autobiography," "Wild Flowers" and "Full Flavour" are all having excellent sales, that Field's in Chicago is particularly successful with "Ploughing on Sunday," that three editions of Sir James Jeans' "Through Space and Time" are running simultaneously on the presses, having been put there on three successive days, and that he can't keep up with the orders on three juveniles: "Away Goes Sally," "Midget and Bridget" and "Wind in the Chimney."

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Some of the booksellers who are brightening the Doubleday outlook are Marshall Field, with a recent reorder of 250 copies of "Little Orvie"; A. C. Vroman in Pasadena, California, with very good sales for "A Village in a Valley" by Beverley Nichols; Korner & Wood in Cleveland with a reorder of 50 copies of "A European Journey"; Kendrick Bellamy in Denver with several quick reorders of "Captain Nicholas," and Lauriat's in Boston where "Captain Caution" is piling up sales.

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It's news when a book of poetry sells like a novel. That's just what Edna Millay's "Wine from These Grapes" is doing, though. Adam Burger tells us that Bullock's in Los Angeles did a swell job in getting advance orders for this book and that the sales of the book in that store have been phenomenal. The reorders from the two jobbers, Baker & Taylor and the American News Company, have been in quantities that would be good for a best-selling novel. Mr. Burger also told us that Marshall Field was doing particularly well with "English Journey," and that Jordan Marsh in Boston was ringing the bell with "Lamb in His Bosom."

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Stokes' big Christmas book is, of course, Stanley Walker's "City Editor" now in its seventh large printing. Reorders have been coming in especially well from the Old Corner Bookstore and the Personal Book Shops in Boston, Marshall Field and A. C. McClurg in Chicago, Burrows Brothers in Cleveland and Brentano's in Washington. Helen Dean Fish's "Children's Almanac" has brought letters from librarians and booksellers all over the country and has gone into its second printing. The Bookshop for Boys and

Girls in Boston, the Sather Gate Bookshop in Berkeley, California, Charles Sessler in Philadelphia and the Everyday Book Shop in Burlington, Vermont, are among the bookshops that have made special promotion efforts with this attractive pamphlet.

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Richmond, Virginia, is a bright spot on the Scribner sales map with Miller & Rhoades having sold 500 sets of "R. E. Lee" and Whitmore & Smith not far behind. In Boston the Old Corner Bookstore is very successful with "America's Tragedy" and "The Story of My Life" by Queen Marie of Roumania.

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"Mary Poppins," Reynal & Hitchcock's runaway book, has a number of enthusiastic rooters among the booksellers, notably Phil Kubel at the J. W. Robinson Company in Los Angeles, Marion Dodd at the Hampshire Book Shop in Northampton, Mass., and Stokes and Stockell in Nashville, Tennessee. The fifth printing of "Mary Poppins" (10,000 copies), came off the presses last Thursday and a final audit shows that the sales for the first week after publication were 5763 copies.

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John Macrae, Jr., tells us that he has no explanation for the fact that "A Gay Family," which has recently dropped off the best seller lists after being on them all last spring, should suddenly, 18 months after publication, be reported as a best seller in all the New Orleans stores. He tells us, too, that Edwin Valentine Mitchell in Hartford, Conn., has been particularly successful with "Sing, Old House." Harry Hartman in Seattle, J. W. Robinson in Los Angeles and Stokes & Stockell in Nashville are all selling "Tents in Mongolia," while "When Yellow Leaves" has shown up especially well at Field's in Chicago, Bullock's in Los Angeles and Wanamaker's in Philadelphia. A. A. Milne's "Peace with Honour," which is having a good scattering sale the country over, is a favorite among customers of the Hampshire Book Shop in Northampton and the Bookshop for Boys and Girls in Boston.

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Putnam's two big Christmas books are "All's Fair" and "Retreat from Glory." John Kidd in Cincinnati is doing particularly well with them and with "Salvation." Reno,

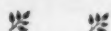
Nevada, has taken to "Grim Journey," perhaps because the title is so applicable. The Book of the Month Club has many members who are ordering "Prison Doctor." Karl Placht of the Beacon Book Shop in New York is still selling his favorite book "Cape Farewell." "South Street," a maritime history of New York, which started its sales career in downtown New York, is gradually moving uptown, with Putnam's and Duttons reordering heavily.



Bertita Harding apparently made a distinct impression on the visitors to the Week of Authors in Cleveland, Detroit and Pittsburgh in October, for Halle's, Hudson's and Horne's in those three cities have been selling quantities of her "Phantom Crown" ever since that time. Mrs. Harding has been in New York this week and was the guest of honor at a tea given by the Bobbs-Merrill Company last Tuesday at the Vanderbilt. All the Chicago stores are selling another Bobbs-Merrill book, "Courage for Today" by Dr. Preston Bradley, who is known as Chicago's best book salesman. Stokes & Stockell, Halle's and all the Philadelphia stores are having a successful time with Irina Skariatina's "Little Era in Old Russia" and Edwin Valentine Mitchell is making especially good sales for "And After That" by Kenneth Britton.



Appleton-Century reports that the most striking thing about this season's trend is the pickup in sales of older books. "Child's History of the World" and "Child's Geography of the World" are selling in amazing quantities all over the country. By November 1st of this year more copies of each had been sold than in all 12 months of 1933. "San Francisco: A Pageant" which was published in 1933 and was for many months a best seller on the Pacific Coast, is selling more copies this year than last. E. L. Smith of Appleton-Century says that every time the question of reprinting a book from former years has arisen in the last month or so, it has been found that the sales either have already exceeded those of 1933 or obviously will before the year is over.



Our best seller lists for November show "So Red the Rose" leading in fiction sales and "While Rome Burns" at the top in non-

fiction. Individual stores, though, show interesting differences in the books they place at the top of the lists. For instance, there were four stores that placed Herbert Hoover's "The Challenge to Liberty" at the top of the non-fiction lists and three of these stores were Irving S. Colwell in Auburn, N. Y., the Corner Bookstore in Ithaca, N. Y., and Lavendar's in Troy, N. Y.; the fourth was A. F. Van Blon of Waco, Texas. Two stores, Matthews' in Omaha, Nebraska, and the Wayfarers' Book Shop in Washington, D. C., listed "Rameses to Rockefeller" (Random House) at the head of their non-fiction lists. Their Bookshop in Colorado Springs and the Hollywood Bookstore named "Father Goose" (Covici); A. Kroch and the Argus Book Shop in Chicago named "Diamond Jim"; Stokes and Stockell in Nashville and Teolin Pillot in Houston, Texas, named "The Phantom Crown" (Bobbs-Merrill); Travers Bookstore in Trenton, New Jersey, and John G. Kidd & Son in Cincinnati, Ohio, named "America's Tragedy" (Scribner).



On the fiction list "February Hill" was placed at the top by the Wayfarers' Book Shop in Washington, the Doubleday, Doran Book Shop in the Barclay Hotel, N. Y. C., the Sunwise Turn Bookshop in New York and the Booke Shop in Providence. Bernard DeVoto's "We Accept with Pleasure" led the list at E. S. McCawley & Co. in Haverford, Pa., and the Wide-Awake Book Shop in Wilkes-Barre, Pa. George Wahr in Ann Arbor, Michigan, and Pettibone, McLean in Dayton, Ohio, listed "The Folks." John G. Kidd & Son put "Our Willie" by Charles Uri Lloyd (Kidd) at the top of their list, while The Charlotte (N. C.) Bookshop listed "Morning Star" (Lippincott) and the Argus Book Shop in Chicago named "The Daring Young Man on the Flying Trapeze."

Prosperity Notes

POLLY STREET of Morrow says "No recent year has brought us so many orders for so many different types of books. We're hearing this season from shops that haven't ordered anything to speak of since 1929."



Charles Shoemaker of the Penn Publishing Company reports that the mail brings more orders for Penn books this month than in any December in several years.

Harper's, with "Wine from These Grapes," "Lamb in His Bosom," "English Journey," and "The Native's Return" all showing high sales figures, reports the best November in three years. On Friday, December 7th, orders for 2,500 copies of "Wine from These Grapes" were received.

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Cooper's Book Shop in Richmond, Virginia, reports, with pardonable pride, that November business this year was 50% ahead of the same month in 1933.

Among the Bookshops

TWO HUNDRED AND FIFTEEN children's books were put on display last week at the annual exhibition of children's books at the Child Study Association of America, 221 West 57th Street, New York City. These books were selected from 450 titles submitted by publishers. The exhibit will be open to the public until Christmas. Wanda Gág, author of "Millions of Cats," Mrs. Ettie Stephens Prichard, author of "The Old Farm," and Helen Ferris, editor-in-chief of the Junior Literary Guild, were among the speakers at the opening ceremonies.

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Booksellers are reminded that according to Article V, Section 3, of the Retail Code, a change from one group of basic store and working hours to another may only be made on December 31st of every year. The American Booksellers Association office offers help on this and other code problems to all members of the Association.

The A.B.A., incidentally, reports that in October both the Clearing House department and the Warehouse department showed larger gross service totals than ever before since the inception of those departments.

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Post card questionnaires have been sent out to members of the American Booksellers Association asking whether they object to the publisher's use of bands, stickers or announcements on a book that the book is the selection of, or recommended by, a book club, and whether they object to the current practice of publishing a so-called complete novel in one issue of a periodical. Early returns, about 350 have answered so far, indicate that a large majority object to the use of book club labels and that an overwhelming majority object to the publication of novels complete in one issue.

Y. Tamai, manager of the book department of the great department store of Mitsukoshi, Ltd. in Tokyo, has been visiting America, studying department store display and management. Mitsukoshi, Ltd. is one of the largest department stores in the world, tracing its foundation to 1673. The firm has ten stores throughout Japan, two of which are in Tokyo, and in the larger store has over 4,000 employees. The book department of Mitsukoshi, Ltd. is one of the finest in the world, having large displays of books in many languages, including beside Japanese books, books in Chinese, English, French and German. Every salesman on the floor is required to speak at least three languages and is usually a college graduate, and an extensive stock of books is carried in the fields of economics, medicine, sociology, business, history, etc. Mr. Tamai's trip is not for the purpose of buying but to enable him to study the general policies of department store book merchandising among the best shops in the country.

Authors and Others

ELMER ADLER gave an informal tea on Thursday, December 13th, for Amy Loveman in the Library of The Colophon, New York City.

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Elizabeth McCracken has been appointed literary editor of *The Living Church* of which she is already an associate editor. She will take charge of the "Books of the Day" department beginning with the December 15th issue, and will continue in her other capacity as well. Miss McCracken was for six years editor of *Home Progress Magazine* and from 1920 to 1928 was literary editor and editorial associate of *The Churchman*.

New Book Shop

New York City—The Pioneer Book Shop, specializing in radical literature, has been opened at 102 East 11th Street. In addition to books on socialism and labor, the shop will carry a large sociology and economic section.

Change in Address

Los Angeles, Calif.—The Primavera Press, Inc., has moved from 705½ West Sixth Street to 614 West Sixth Street. The firm specializes in the publication of Western Americana and Californiana.

Doubleday Offers Mystery Prize

DOUBLEDAY, DORAN is acting in cooperation with John Long, Ltd., of London, in offering a prize of £200 for the best mystery or detective novel submitted before July 1, 1935. The contest was announced in the September 29th issue of the *Publishers' Weekly* as a John Long enterprise; Doubleday has since announced its cooperation. The novel must be written in English and must be 80,000 words or more in length. All manuscripts should be addressed to John Long-Doubleday Prize Novel Competition, John Long, Ltd., 35 Paternoster Row, London, E.C.4. The prize-winning novel will be published in the fall of 1935 by both publishers.

Unique "Strange Interlude" Stolen

A UNIQUE COPY of the limited edition of Eugene O'Neill's "Strange Interlude" (No. 606), which was signed by the entire original cast of the play, has been stolen from H. M. Wolfson, foreign representative of the Milton Bradley Co. in Springfield, Mass. Mr. Wolfson reports that this book, together with several other limited editions including "Elizabeth and Essex," Rockwell Kent's "Candide" and the Nonesuch Press edition of "The Odes of Pindar" were stolen from him in Springfield and requests that any dealer who runs across a copy communicate with him in care of Milton Bradley.

Obituary Notes

DR. C. F. BINNS

DR. CHARLES F. BINNS, director emeritus of the New York State College of Ceramics at Alfred University and internationally known authority in the ceramic field, died on December 4th at the age of 77. He founded the American Ceramic Society in the nineties and served as its president in 1901, and as secretary from 1918-22. He was the author of "Ceramic Technology," "The Story of the Potter" and "The Potter's Craft."

DR. G. H. BETTS

DR. GEORGE H. BETTS, professor of education and director of research at the School of Education of Northwestern University, died on December 8th at the age of 66. He was an authority on educational psychology and was the author of many books on pedagogy,

mental development, classroom technique and related topics. He was especially interested in religious education and edited the sixty numbers of the Abingdon Series of Religious Educational Texts. His books include "The Mind and Its Education," "Social Principles of Education," "New Ideals in Rural Schools," "How to Teach Religion."

Changes in Price

D. APPLETON-CENTURY CO.

The prices of "A Good Little Dog," "Here, Bingo!" and "Bingo Is My Name," all by Anne Stoddard, have been increased from \$1 to \$1.25.

The price of "The American Indian" by A. H. Verrill has been increased from \$3.50 to \$4.

The price of "Your Heart and How to Take Care of It" by R. H. Babcock has been increased from \$1.50 to \$2.

FLEMING H. REVELL COMPANY

The price of "The White House Gang" by Earle Looker has been increased from \$1 to \$1.50.

COWARD-McCANN

Effective January 1st the price of "Uncle Tom's Cabin" illustrated by James M. Daugherty will be increased from \$1 to \$1.25.

Book Club Selections

LITERARY GUILD

January—"Delay in the Sun" by Anthony Thorne. *Doubleday*.

BOOK-OF-THE-MONTH CLUB

January—"Heaven's My Destination" by Thornton Wilder. *Harper*.

CATHOLIC BOOK CLUB

January—"The Forty Days of Musa Dagh" by Franz Werfel. *Viking*.

FREETHOUGHT BOOK CLUB

January—"A Common Faith" by John Dewey. *Yale Univ. Press*.

SCIENTIFIC BOOK CLUB

December—"The Changing World of the Ice Age" by Reginald A. Daly. *Yale Univ. Press*.

RELIGIOUS BOOK CLUB

December—"Catholics, Jews and Protestants" by Claris E. Silcox and Galen M. Fisher. *Harper*.

Market News

The November Best Sellers

FICTION

1. SO RED THE ROSE, by Stark Young. *Scribner*, \$2.50
2. GOODBYE, MR. CHIPS, by James Hilton. *Little, Brown*, \$1.25
3. MARY PETERS, by Mary Ellen Chase. *Macmillan*, \$2.50
4. LOST HORIZON, by James Hilton. *Morrow*, \$2.50
5. THE FOLKS by Ruth Suckow. *Farrar & Rinehart*, \$3
6. PITCAIRN'S ISLAND, by Charles Nordhoff and James Norman Hall. *Little, Brown*, \$2.50
7. LAMB IN HIS BOSOM, by Caroline Miller. *Harper*, \$2.50
8. LUST FOR LIFE, by Irving Stone. *Longmans, Green*, \$2.50
9. ANTHONY ADVERSE, by Hervey Allen. *Farrar & Rinehart*, \$3
10. FULL FLAVOUR, by Doris Leslie. *Macmillan*, \$2.50

Heads the fiction list for the third month. Of the 89 stores sending us their November best seller reports, 35 placed it at the top of their lists and 74 in all reported it. 16th printing totaling 70,000.

Up from third place in October. Eleven stores reported it to us as their best seller. L. B. tells us the 96th thousand has just come from the press.

Eleven stores also told us this was their November leader. It appeared on the lists of 50 others.

Appears on the monthly Best Seller List for the first time, well up with the leaders. It outsold all other fiction at 8 stores. In its 8th printing it is averaging 3,000 a week.

Up from eighth place in October. Listed as a best seller by 53 stores.

The only new title on the fiction list besides "Lost Horizon." It was the November best seller at Wanamaker's in Philadelphia, Osborne's in Santa Barbara and the Greenwood Book Shop in Wilmington. 40th thousand.

A best seller of the month at 37 stores sending us their reports.

Up from ninth place in October. The November leader at 5 stores sending us their lists.

Appeared on the lists of 32 stores. Has passed the 490,000 mark.

A best seller at 27 stores sending us their November best seller lists.

NON-FICTION

1. WHILE ROME BURNS, by Alexander Woollcott. *Viking Press*, \$2.75
2. EXPERIMENT IN AUTOBIOGRAPHY, by H. G. Wells. *Macmillan*, \$4
3. FORTY-TWO YEARS IN THE WHITE HOUSE, by Ike Hoover. *Houghton, Mifflin*, \$3.50
4. WINE FROM THESE GRAPES, by Edna St. Vincent Millay. *Harper*, \$2
5. AMERICA'S TRAGEDY, by James Truslow Adams. *Scribner*, \$3
6. STARS FELL ON ALABAMA, by Carl Carmer. *Farrar & Rinehart*, \$3
7. NIJINSKY, by Romola Nijinsky. *Simon & Schuster*, \$3.75
8. CITY EDITOR, by Stanley Walker. *Stokes*, \$3
9. THE CHALLENGE TO LIBERTY, by Herbert C. Hoover. *Scribner*, \$1.75
10. RETREAT FROM GLORY, by R. H. Bruce Lockhart. *Putnam*, \$3

Twenty-two of the 89 stores reporting to us put it at the top of their non-fiction best sellers—it appeared on 64 lists altogether.

A newcomer of the month, which topped most of the older non-fiction. It led the lists of 10 large stores.

Third in non-fiction for the second month. Listed by 48 stores.

The second of three titles new to the November list. Miss Millay's poems outsold all non-fiction during the past month at ten large stores. Eighth printing.

Up from eighth place in October. November's leader at Traver's in Trenton and John Kidd's in Cincinnati. Listed as a best seller by 31 stores.

Also sixth on the list in October. The best seller at McAlpin's in Cincinnati and three southern stores sending us their lists.

Up from ninth place in October. Appeared on 23 lists.

New to the list. The November best seller at Burrows in Cleveland.

Four stores named it as their non-fiction leader.

Listed by 26 stores sending us their November reports.

Market News

Juvenile Best Sellers in November

1. MIDGET AND BRIDGET, by Berta and Elmer Hader. *Macmillan*, \$2
2. MICKEY MOUSE WADDLE BOOK. *Blue Ribbon Books*, \$1
3. MIKI AND MARY, by Maud and Miska Petersham. *Viking Press*, \$2.50
4. INVINCIBLE LOUISA, by Cornelia Meigs. *Little, Brown*, \$2
5. THE STORY BOOK OF THINGS WE USE, by Maud and Miska Petersham. *Winston*, \$2.50
6. WIND IN THE CHIMNEY, by Cornelia Meigs. *Macmillan*, \$2
7. AWAY GOES SALLY, by Elizabeth Coatsworth. *Macmillan*, \$2
8. JINNY, by Bert C. Thayer. *Farrar & Rinehart*, \$2.50
9. A FIRST BIBLE, ill. by Helen Sewell. *Oxford University Press*, \$2.50
10. MIKE THE CAT, by Creighton Peet. *Loring & Mussey*, \$2

Fifty-six bookshops reported their juvenile book sales to us for November and we are printing them this month since they reflect Children's Book Week sales. This title was the leader at four stores, listed by 19 in all.

Sixteen stores listed this: leader at Mandel Bros., Chicago; P. Elder, San Francisco; Corner Book Store, Ithaca; and Bryan's in Columbia, S. C.

A best seller at 15 stores. Top honors at Keats, Binghamton; Preston & Rounds, Providence.

A best seller at 12 stores. L.B. tells us it's in its 21st thousand.

Outsold all other juveniles at The Booke Shop, Providence; Emery, Bird, Thayer, Kansas City; Polsky's, Akron.

The November leader at Jacobs in Philadelphia and Frederick & Nelson in Seattle.

A best seller at eight stores.

The month's best seller at De Wolfe & Fiske, Boston; McCawley's in Haverford.

A best seller at nine stores.

Juvenile leader of the month at Witkower's in Hartford.

One Month from Now—A Forecast

THE MURDER OF MY AUNT, by Richard Hull. *Minton, Balch*, \$2.

PECKOVER, by J. D. Beresford. *Putnam*, \$2

WE JEWS, by George E. Sokolsky. *Doubleday, Doran*, \$2.50

ANOTHER CAESAR, by Alfred Neumann. *Knopf*, \$3

THE BREATHLESS MOMENT, by Herbert Asbury and Philip Van Doren Stern. *Knopf*, \$3

A HOUSE DIVIDED, by Pearl S. Buck. *John Day*, \$2.50

HOKNET'S NEST, by Helen Ashton. *Macmillan*, \$2.50

NOTHING HID, by Archibald Marshall. *Houghton Mifflin*, \$2

SINBAD THE SOLDIER, by P. C. Wren. *Houghton Mifflin*, \$2

Jan. 18. A murder story in which the reader watches the murderer plan his crime. You've seen the announcement cards the publishers sent out.

Jan. 18. The story of a dual personality.

Jan. 18. Postponed from fall. The problem of the Jews and anti-Semitism discussed by the author of "The Tinderbox of Asia."

Jan. 21. Postponed from fall. Knopf is manufacturing an especially beautiful limited edition now going out to booksellers, and also one for leading reviewers. Poster and gum labels, announcing the price differential before and after the publication, and an announcement to a list of 20,000 book buyers. National advertising.

Jan. 21. Postponed from fall. Knopf sent out large dummies for advance orders some time ago and going out now are sets of sheets bound in the jacket, for orders. Imprinted postcards and national advertising.

Jan. 21. The final volume in "The Good Earth" trilogy. A promotion campaign similar to those on the first volumes, with posters, display material and national advertising.

Jan. 22. A hospital novel by the author of "Dr. Serocold," etc. Note new publisher.

Jan. 22. A new novel by the author of "The Claimants."

Jan. 22. Adventure in modern Africa. Another change in publisher.

OLD & RARE BOOKS

A MONTHLY DEPARTMENT

The Ogden Goelet Collection

*The Sale of This Collection Will Be One of the Most Important
Held in This Country This Year*

FREDERICK M. HOPKINS

ON JANUARY 3RD AND 4TH, in three sessions, the library of Ogden Goelet will be sold by the American Art Association Anderson Galleries, Inc. This sale, so far as the number of extreme rarities and values are concerned, will be the most important held in this country this season. And there is no sale in sight in London that approaches it on its own grounds. The Goelet collection was started in 1866 and continued for twenty-five years, until 1891. Its outstanding features are the Americana, Cruikshank, Dickens and Thackeray collections, and the first editions of American and English authors of the nineteenth century.

To the book world of an earlier generation Mr. Goelet was one of the great collectors of his time. Most of the important libraries formed by his contemporaries have long since been dispersed or found permanent homes in public institutions, and the Goelet collection now stands as perhaps the last of great American libraries of the nineteenth century whose contents will be available to the collector of today.

The catalog comprises 215 pages and lists 410 lots. It has been prepared with most scholarly care, and will rank among the great auction catalogs issued in this country. Collectors of Americana, and of the autographs and first editions of George Cruikshank, Dickens and Thackeray, will want it for its bibliographical value. The Americana is deserving of special attention, and in the "foreword" it is remarked that "it is not without poetic significance that a man whose ancestor, John Goelet, was one of that jury

of twelve whose acquittal of the printer, John Peter Zenger, in 1735, secured the freedom of the press in this country, should have devoted himself so prominently to the collecting of Americana." But in addition to these specialties, there are many first editions of American and English authors of great rarity, in fine condition, and of great value.

Ogden Goelet

Ogden Goelet was born in 1846 and died on board his yacht, *Mayflower*, in 1897. In youth he devoted himself to the business interests connected with the family property, but in later years, when his health was failing, he passed most of his time on the *Mayflower*, which after his death was sold to the United States Government and subsequently became the presidential yacht. Mr. Goelet was prominently identified with yachting during his lifetime, inaugurating in 1882 the Goelet cups for sloops and schooners, which he gave to the New York Yacht Club and which were raced for every year until his death.

Mr. Goelet was descended from a Huguenot family that had been established in New York two hundred and fifty years. Records of the descent and development of this family form a part of the cultural and economic history of New York and of the country itself, from the books printed in New York by John Peter Zenger from 1730 to 1742 for Jacobus Goelet, bookseller and publisher by the Old Slip, to the quaint advertisements in Hugh Gainé's *New York Mercury* in the seventeen sixties of Isaac Goelet, merchant

at the Sign of the Golden Key, in Hanover Square, and of his successor Peter Goelet, and to the "Extracts from the Journal of Capt. Francis Goelet, Merchant, relating to Boston, Salem, Marblehead, etc., 1746-1750," published in Boston in 1870.

Mr. and Mrs. Goelet were noted for the part they took in the social life of their period, having entertained at Wimborne House, their London residence; at Ochre Court, their Newport villa; at their home in New York, 608 Fifth Avenue, and on board their yacht. Among their guests was Edward VII, who was Prince of Wales at the time.

Americana

Much of the Americana, the assembling of which was begun in 1875, was purchased through the agency of Joseph Sabin, father and son, at the public sales of the libraries of Almon W. Griswold, William Menzies, George Brinley, Dr. Edmund B. O'Callaghan, the Hon. Henry C. Murphy, Samuel L. M. Barlow, and others. The acquisition from these sources include some of the choicest and highest-priced items.

The outstanding lot is a nearly complete set of the Jesuit Relations, comprising the entire series of forty-one, except the superlatively rare First (1632), Twenty-fourth (1656), and Twenty-eighth (1660) Relations, but including additional editions or issues of the Eighth (1640), Eighteenth (1650), and Thirty-fourth (1666) Relations, and a duplicate of the Twenty-ninth (1661); also nine modern first printings or reprints of previously unpublished or extremely rare Relations, bound in six volumes; altogether 48 vols., small 8vo, half crimson levant morocco. This set formerly belonged to the Hon. Henry C. Murphy, which, at the time of its sale on March 5, 1884, comprised only thirty-six original editions. This is the only nearly complete set of these extremely rare Relations offered for sale since the Henry F. de Puy and Herman Le Roy Edgar sets, the former sold on January 19th, and the latter on November 22, 1920. All the Relations represented in this set are in very fine condition, many of them having belonged formerly to branches of the Jesuit Society, or to seminaries and monasteries.

Other extremely rare original source material includes such items as Samuel Atkins's "Kalendarium Pennsilvaniense, or, America's Messenger, Being an Almanack For the Year

of Grace, 1686," one of the two perfect copies known of William Bradford, the first work of the first printer of Philadelphia and New York; the original autograph manuscript journal of Benedict Arnold's expedition to Quebec in 1775, the day-by-day journal of the heroic struggle through an unknown wilderness by the American army during the Revolution, written by Arnold amidst almost constant storm and cold, 40 pp., 4to, September 6th, to October 30, 1775; "The New Testament" 12mo, levant morocco, New York, printed by Hugh Gaine, 1790, the first "New Testament" printed in New York; "The Book of Common Prayer," small 4to, levant morocco by Bradstreets, New York, 1710, printed and sold by William Bradford, the first "Book of Common Prayer" printed in America, and one of two known copies; Anne Bradstreet's "The Tenth Muse," etc., small 8vo, straight-grained morocco, London, 1650, the first book of the first poetess of New England; Champlain's "Les Voyages du Sieur de Champlain Xaintongeois, Capitaine ordinaire pour le Roy, en la marine," with maps and plates, 4to, levant morocco by Thibaron, Paris, 1613, the first edition of Champlain's first four voyages to America; Daniel Denton's "A Brief Description of New-York: Formerly Called New-Netherlands," small 4to, levant morocco by Pratt, London, 1670, first edition of the first account of New York printed in English; Thomas Lechford's "Plain Dealing: or, Nevves from New-England," etc., small 4to, levant morocco by Bedford, London, 1642, an uncut copy of the first edition of one of the most interesting and authentic of the early narratives relating to the Colony; Increase Mather's "The Wicked mans Portion," etc., small 4to, levant morocco by Bedford, Boston, 1675, first edition, second issue of the first book printed in Boston; Mourt's "A Relation or Iournall of the beginning and proceedings of the English Plantation settled at Plimoth in New England," etc., small, 4to, half roan, London, 1622, first edition of the first book giving an account of the Plymouth Colony; the Diary of Baron Cromat-du-Bourg, aide-de-camp of Count Rochambeau, written during and describing in detail the campaign which culminated in the Siege and Surrender of Yorktown, comprising about 35,000 words, written from March 26th to November 18, 1781, illustrated with twelve maps and plans, and a contemporary water-

color view of Newport, Folio, levant morocco, a document written with great care, giving a daily account of the officer's daily life and activities, the movements of Count de Rochambeau, the progress of the campaign, and the forces engaged therein.

Here are only a dozen items of rare Americana out of several hundred, but they serve to show the unique character and extreme rarity of the material in this extraordinary collection.

Cruikshankiana

The Cruikshank collection was begun early in 1872, and a few years later an attempt was begun to obtain all the prints described in Reid's catalog, the measure of success of this ambitious project is shown in the array of the artist's work in this collection.

This is a most extensive collection of original drawings, together with many plates in proof and illustrated books, together with autograph letters and other material. The bound volumes include original drawings, many in water color; sketchbooks, rough pencil notes, and broadsides. The collection contains not only very rare first editions in the finest possible condition, but original, unique material of great interest to the Cruikshank collector.

Dickensiana

The Dickens collection had its inception in the '80's and was considerably enhanced in 1890 by the addition of a series of water colors by Hablot K. Browne ("Phiz") illustrating most of Dickens's important novels, purchased in London at the sale of the library of Frederick W. Cosens.

The autograph letters include a collection of 33 A.L.S. and A.L. of Dickens, mostly addressed to Edmund Yates, of particular importance and interest because of the light cast on the marital relations of the novelist and his wife, mounted and bound in full polished calf. The original water color drawings of "Phiz," of illustrations used in Dickens's novels, include 43 for "Pickwick Papers," 40 for "Martin Chuzzlewit," 40 for "David Copperfield," and 40 for "Little Dorrit." Among the presentation copies of first editions is a copy of "A Christmas Carol," with the inscription, "W. C. Macready. From his affectionate friend Charles Dickens. New Year's Day 1844."

The outstanding feature in this Dickens

collection, one of the most important ever sold at auction, is the unique autographic material, original illustrations, and other items of great interest to Dickens collectors.

Thackerayana

The Thackeray collection was begun at about the same time as the Dickens collection and is remarkable for its unique material. It includes drawings by the novelist, in ink and in water color; many autograph letters, all of personal and literary interest, letters written to Thackeray, first editions of his books, and books about him.

More or less typical of the autograph letters, and throwing light upon the character of the great novelist, is a letter written to Abraham Hayward, 3pp., 12mo, Kensington, February 1, 1850, after learning of his rejection as a proposed member of the Athenaeum Club, in which he writes: "I was prepared for the issue of the kind effort made at the Athenaeum in my behalf: indeed as a satirical writer, I rather wonder that I have not more enemies than I have—I don't mean enemies in a bad sense, but men conscientiously opposed to my style, art, opinions, impertinence & so forth . . . Such a man would be wrong not to give me a blackball or what it is called—a negatory nod of his honest respectable stupid old head. And I submit to his verdict without the slightest feeling of animosity against my judge. Why, Doctor Johnson would certainly have blackballed Fielding, whom he pronounced 'a dull fellow Sir in a dull place'—and why shouldn't my friend at the Athenaeum?" This collection has a star piece for many a Thackeray collector, if he takes advantage of this opportunity.

First Editions

Space does not permit reference in detail to the many rare and valuable first editions of American and English authors, but a few of the authors include Charlotte, Emily and Anne Brontë, William Cullen Bryant, Burns, Goldsmith, Hazlitt, Holmes, Hunt, Keats, Lamb, Landor, Longfellow, William Morris, Shelley, Shirley, Swinburne, Whittier, and Wither. Among the rarer first editions are a Kilmarnock Burns, Lamb's "Beauty and the Beast," and a fine copy of the first edition of Shelley's "Queen Mab," in unmutated state, one of the few extant copies containing the title-leaf.

Useful and Instructive Knowledge

An Appeal for a Broadened Approach to Book Collecting

Reviewed by PHILIP C. BLACKBURN

NEW PATHS IN BOOK COLLECTING. Essays by Various Hands . . . Edited with an Introduction by John Carter. New York: Charles Scribner's Sons, 1934. \$3.00

A rather impressive array of ability makes up this symposium on new aspects of an old pastime. The book is an attempt to lead collectors away, by example, suggestion, and discussion, from a state of exceeding high-spottiness.

John Carter's Introduction is a plea for a more individual and broadened approach to the field of collecting. "A collection of 'high spots,'" he observes, "may sound the chord of C major, which is indeed a fine and resounding noise; yet there are other and more subtle harmonies, the pleasantest of which are those we evolve for ourselves." The nine essays which follow are designed to suggest methods of composing these harmonies.

John T. Winterich, in his superb and always inimitable style, discloses the charming variations possible, in "The Expansion of an Author Collection." Mr. Winterich feels, and I agree with him, that a collection becomes more interesting as it becomes more intimate; it is the little-known, the related, the derived material which supplies the essential counterpoint of an author collection.

"Detective Fiction" by John Carter seems a happy fulfillment. Himself no poor bibliographic detective, it is right and proper that Mr. Carter should engage himself on this subject. The approach in this paper, which is both well-defined and particularly well-documented, is by type of writing instead of from the *Ana* angle.

P. H. Muir considers the troubled history of copyright and piracy, in "Ignoring the Flag." The matters of first appearance, piracy, and protection of an author's rights are complicated, and Mr. Muir points out several salient facts. As one who has been especially interested in Fenimore Cooper's relation to this question, I am disappointed that Muir did not include Cooper's interesting history

in his survey. The collection described here represents a phase of publishing history.

"Musical First Editions" is a little staggering. One ought almost to be a musicologist to make head and tail of works in this field. But C. B. Oldman has done yeoman service in a highly specialized subject collection, even if its complicated nature deters the more timid and less musical collector. I can appreciate Mr. Oldman's difficulties, for I once needed a first printing of a Haydn Quartette. The pile of material sent me was bewildering, and even the texts varied. Would that I had known Mr. Oldman!

The history of the "Yellow-Backs" fortunately settles itself within fairly definite date limits. Michael Sadleir is almost too learned; he has packed his paper full of good food, which will take several readings to absorb. The "Yellow-Back" represents a technique of publishing; for the collector who would embark, Mr. Sadleir's essay is as necessary as a compass.

T. Balston looks at the matter of "English Book Illustrations," which is again another approach to collecting; but it is one which already has such numbers in the field that the collector of modest means is handicapped. Mr. Balston emphasizes one point all too often ignored, that illustration was dependent on printing technique. I should have liked to see, in this paper, a fuller development of this angle of the history of illustration. Printing presses, paper, and ink, are the triune godhead on which the illustrator's art depends, and perhaps Mr. Balston could have told us more of this.

"American First Editions" is a readable analysis of the state and the fluctuations of the market in American Firsts published since 1900. David A. Randall (a young bookseller worth following) is thoroughly conversant with his field. It may, perhaps, be a trifle dangerous to assume that price is too accurate a guide to contemporary estimation of worth, unless it be "weighted" to allow for factors of relative rarity, condition, and

issue. But it is allowable, I think, to estimate an author in terms of his collecting popularity; this Mr. Randall does interestingly.

P. H. Muir reappears with an essay on "War Books." Here we have another example of collecting a special angle of a special historical period. I admire Mr. Muir for even being willing to tackle the field at all.

"Serial Fiction" by Graham Pollard (Co-author of the magnificent "Enquiry") includes some amazing historical facts, and treats a vital phase of publishing soundly and well. "Dickens in Parts" is one type of serial fiction, and a much-touted one at that; Mr. Pollard with great justification notices also those appearances which were between the covers of magazines, and sandwiched in with all manner of *trivia*—but not a whit less important therefor.

This book will, I hope, help the collecting spirit. Several new paths are indicated, and several methods of collecting shown. None of the authors of this volume would wish his suggestions to be followed to the comma. It is time more pointed remarks were made about the limited edition foolishness; it is time book-collecting was taken out of the rarified air of Folios and other High Spots, and brought down to the financial level of the average collector; it is time to discount the hocus-pocus of High Moguls, and make the small collector realize that virtue has nothing to do with high rarity, high spots,—and concomitantly high prices. Intelligence is the essential factor; that, thank God, is not conditioned by the purse. This book performs a good service; it is timely, readable, and desirable.

The Last Month's Book Sales

FREDERICK M. HOPKINS

THE FIRST SALE of the month was held on November 1st, when rare Americana, including books, pamphlets, autographs and manuscripts, were sold by Charles F. Heartman, of Metuchen, N. J. The printed material comprised American poetry, books relating to the early West, the North American Indians, the Revolutionary War and the War of 1812, and Americana of a miscellaneous character. There was little in the sale that was outstandingly significant, but prices were quite as high as could have been expected.

American-Anderson Galleries, Inc.

The first sale at the American Art Association Anderson Galleries, Inc., was held on November 7th and 8th, when Part II of the library of the late Rev. Dr. Roderick Terry of Newport, R. I., was sold, which was reported in the Annual Rare Book Number of the *Publishers' Weekly* of November 17th.

On November 19th and 20th a three-session sale was held when the library of the late Eli B. Springs, of New York and Charlotte, N. C., was dispersed, 584 lots bringing \$52,810. This collection contained modern illuminated manuscripts, jewelled bindings, books on ornithology, and sets of

esteemed authors, but most interesting of all to collectors were many fine colored plate books of Henry Alken and others. The sale was well attended and the trade and collectors took a keen interest in all three sessions. Considering the depression which we still have with us, the prices, on the whole, were quite as high as could have been expected, and if they were much higher the tendency would be to bring a reaction that might be harmful. The prices, even of rare books, must show some consistency with business conditions, if collectors are expected to buy.

The star lot was a copy of the original edition of Audubon's "Birds of America" with 435 plates, colored by hand, 4 vols., elephant folio, half brown pigskin by Stikeman, and "Ornithological Biography," 5 vols., 8vo, full russia, rebacked, altogether 9 vols., in oak library case, London and Edinburgh, 1827-39, which was bought by H. C. Elliott for \$4,750. Other rare lots with prices and buyers were the following:

Alken Colored Plates. "The National Sports of Great Britain," colored plates, imperial folio, straight-grained morocco, London, 1820-21, first edition, \$1,800. (Buyer, J. M. Stoddard.)

Alken. "A Steeple Chase," colored plates

by Alken, oblong, 4to, half red morocco. London, 1827. First edition. \$450. (H. C. Thomas.)

Alken. "The Roadster's Album," colored plates by Newhouse and title pages attributed to Alken, folio, original cloth. In case. London, 1845. First edition from the library of Sir David Solomons, with his bookplate. \$2,600. (John Rundel.)

The Annals of Sporting and Fancy Gazette. 149 colored and plain plates, some folding, by Henry Alken, Samuel Alken, Robert Cruikshank, Thomas and Edwin Landseer, and others, folding map, and numerous woodcuts in the text. 8vo, half calf. London, 1822-28. \$400. (John Rundel.)

Aubriet (Claude). "Papillons, Plantes, Fleurs et Animaux, peints par Aubriet." 54 original drawings in color on vellum. Contemporary red morocco, apparently by Derome. Early XVIII Century. \$450. (E. H. Wells & Co.)

Blake (William). "Selections from Poems," illuminated manuscript on vellum, 18 leaves. 4to, full blue levant morocco, inlaid with jewels, Sangorski & Sutcliffe. \$900. (Charles Sessler.)

Catesby and Edwards. "The Natural History of Carolina, Florida, and the Bahama Islands," etc., 220 engraved plates colored by hand, 2 vols., atlas folio, red straight-grained morocco, entirely uncut. London, 1771. Third edition. \$425. (John Rundel.)

Charles I, Cromwell, and Charles II. An interesting memento of the ill-fated House of Stuart and the most important epoch in the history of England, comprising letters and documents by Charles I, Cromwell and Charles II; also a very fine series of nine medals and badges, including four in silver and one in gold, all of historical importance. Bound in one vol., half morocco by Sangorski & Sutcliffe. \$1,150. (George Thacher.)

Coleridge (Samuel Taylor). Illuminated Manuscript of "The Rime of the Ancient Mariner," 7 full page and smaller hand-painted miniatures. Folio, n. d. \$775. (Charles Sessler.)

Curtis (Edward S.). "The North American Indian." Edited by Frederick W. Hodge. Foreword by Theodore Roosevelt. 20 vols., royal 4to, half brown levant. 20 vols., half morocco atlas folio. Most extensively illustrated. Altogether 40 vols. New York, 1907-30. \$550. (J. M. Stoddard.)

Foster (J. J.). "Concerning the Portraiture of Mary, Queen of Scots." Illus-

trated by selections from famous collections. Folio, crushed levant with 13 hand-painted miniatures on ivory set in front cover. London, 1904. \$700. (Charles J. C. Grasberger.)

Keats (John). Illuminated Manuscript on Vellum of "Sonnetts," embellished with 7 miniatures, 29 leaves of vellum, elaborately bound in full levant morocco, folio. \$420. (Charles Sessler.)

Keats. Illuminated Manuscript on Vellum of "Some Poems," 20 leaves on vellum, 7 full page and smaller miniatures. Folio, full crushed levant, jewelled binding by Sangorski & Sutcliffe, in case. \$750. (Charles Sessler.)

Longfellow (Henry Wadsworth). Illuminated Manuscript on Vellum. "Selections from Poetry of Longfellow." 15 leaves on vellum, full levant morocco, jewelled binding by Sangorski & Sutcliffe. \$425. (Charles Sessler.)

Longfellow. "Evangeline," illuminated with 3 hand-painted miniatures. 4to, levant morocco by Sangorski & Sutcliffe. No imprint. \$475. (George J. C. Grasberger.)

Thomson (James). "The Seasons," illustrated, royal 4to, straight-grained morocco. London, 1807. \$700. (Ernest R. Gee.)

These prices are fairly representative of the rarer lots and shows that even these luxurious volumes find a fair market.

On November 27th, English XVII century literature, first editions, colored plate books and choice bindings, the library of the late Alfred Nathan, comprising 277 lots, sold in a single session, brought \$12,785.

Prices showed considerable variation, ranging from high to low, as of course such a collection was bound to do. A few representative lots and the prices realized were as follows:

Surtees' "Analysis of the Hunting Field," colored plates by Alken, royal 8vo, polished calf by Riviere, London, 1846, first issue of the first edition, \$255; Richard F. Burton's "A Plain and Literal Translation of the Arabian Nights Entertainment," etc., 16 vols., royal 8vo, straight-grained morocco by Zaehnsdorf, Benares, 1885-88, first edition of this translation, \$325; Clemens's Manuscript of Chapter III of "A Tramp Abroad," 35 leaves, 8vo, crimson morocco, about 2,400 words, \$230; "The Federalist," 2 vols., 12mo, original boards uncut (backstrip missing from Vol. I and name torn from title-page, and first blank leaf, front cover loose), New

York, 1788, first edition in collected form, \$210; Poe's "Tales of the Grotesque and Arabesque," 2 vols., 12mo, original purple cloth (slight stains, back rubbed, backs faded), Philadelphia, 1840, first edition, \$275; Oscar Wilde's "The Ballad of Reading Gaol," 8vo, cloth, uncut, London, 1898, first edition on Japan vellum, \$115; and Wordsworth and Coleridge's "Lyrical Ballads," small 8vo, tree calf rebaked, London, 1798, second issue of the first edition, \$120.

Rains Galleries

On November 22nd, important Americana and inscribed copies and modern first editions, from the library of C. W. Cavanaugh, of Pelham, N. Y., with additions, were sold by the Rains Galleries, 12 West 49th Street. The sale was well attended, many collectors were present, and bidding was spirited. The following items are fairly representative of the range of prices: Louisa M. Alcott's "Little Women," Boston, 1868, first edition, fair copy, \$195; Bryant's "Poems," 1821, (title mended, backstrip reenforced, name cut from title), \$67.50; Mark Twain's "The Jumping Frog," 1867, first issue of the first edition, \$125; R. H. Dana's "Two Years Before the Mast," 1840, first issue of the first edition, \$115; Emerson's "Poems," 2 vols., the English and American first issues, both dated 1847, the English actually the first published, in slip case, \$80; Hale's "The Man Without a Country," Boston, 1865, \$132; Hawthorne's "Twice Told Tales," Boston, 1837, with all the advertisements, \$145; same author, "A Wonder Book," Boston, 1852, first edition, \$85; Irving's "The Sketch Book," 7 parts, new wrappers, New York, 1819-20, first editions, \$95; Melville's "Moby Dick," New York, 1851, neatly repaired, first edition, \$105; Stowe's "Uncle Tom's Cabin," Boston, 1852, first edition, somewhat foxed and somewhat repaired, \$62.50; Thompson's "Green Mountain Boys," 2 vols., Montpelier, 1839, first edition, \$65; Whitman's "Leaves of Grass," Brooklyn, 1855, first issue of the first edition, \$825; and Whittier's "Mogg Megone," Boston, 1836, first edition, \$61.

Frank J. Wilder

Frank J. Wilder of Somerville, Mass., held his first sale for the season on November 22nd, when several consignments, including autographs, Americana and early American and English literature was dispersed, 379

lots, bringing \$1,518.75. Prices were somewhat erratic as seems to be the general rule with more common material. An oil painting of Mary Baker Eddy, painted by George T. Collins, brought \$145; a copy of Grover Cleveland's "Speeches," New York, 1892, \$22; Sam Walter Foss's "Songs of War and Peace," Boston, 1899, \$27.50; Connecticut Muster and Pay Rolls, 29 pieces, 1778-79, \$50.

Chicago Book and Art Auctions, Inc.

Selections from several collections including that of the late Robert W. Thompson, secretary of the Navy, 1877-1881, were sold on November 27th. A manuscript of Charles Carroll of Carrollton, March 10, 1786, brought \$32.50; a broadside of a Chicago auction sale, May 21, 1835, \$62; D. S. of George Clinton, 1 p. oblong folio, July 8, 1790, \$12; A.D.S. of James Fenimore Cooper, 1 p. 4to, Dresden, May 26, 1830, \$25; A.L.S. of Patrick Henry, 1 p., 4to, April 20, 1799, \$33; A.L.S. of Thomas Jefferson, 1 p., 4to, October 9, 1806, \$34; A.L.S. of Robert Morris, 1 p., oblong 8vo, October 4, 1798, \$30; D.S. of Paul Revere, 2 pp., folio, June 17, 1799, grant of real estate, \$80.

The general situation at this time differs very little from a year ago. The rarer material is in demand and brings a fair price. Buyers are conservative and follow careful appraisals closely. From all sales comes the report that there is unusual interest, but there are many attending that do not buy. When very ordinary material of any kind is offered, prices are low. Many buyers feel that the more common material can be bought in a "buyer's market" and are ready to take advantage of bargains only. There seems to be a great deal of careful discrimination in buying, and this is quite as it should be.

Wanted: Whistler Information

I. R. BRUSSEL, whose book on English books first published in America (Anglo-American First Editions) will be published during the winter in the *Bibliographia Series*, is now at work on his bibliography of American books first published in England to be issued later in the same series. Mr. Brussel is anxious to get in touch with anyone who has a very complete collection of Whistler's book publications. He can be reached c/o *The Publishers' Weekly*.

Limited Editions of the Month

ANDERSON HOUSE

Valley Forge, a play, by Maxwell Anderson. Printed on rag paper and bound in calf leather, stamped in gold. \$7.50.

THE ASHLAR PRESS

The Casual Glory, by Hugh J. Chisholm, with decorations by Boris Artzybasheff. Bound in cloth over boards. 100 copies at \$1.50. (Glen Head, L. I.)

CENTAUR PRESS

No Swank, by Sherwood Anderson. Bound in cloth. 1000 copies at \$2. 50 signed copies at \$5. (Philadelphia, Pa.)

THE ARTHUR H. CLARK CO.

Oriental Brasses and Other Objects for Temple and Household Use, by Isabel Ingersoll Lockwood, with 76 illustrations. Printed in Caslon type on Sulgrave plate paper. 500 copies at \$7.50. (Glendale, Calif.)

THE DERRYDALE PRESS

De Shootinest Gent'man and Other Tales, by Nash Buckingham, illustrated from photographs by gelatine process. Designed by Eugene V. Connett, printed in Caslon Old Face on Saturn Book paper and bound in blue cloth with a colored medallion on the front cover. 950 copies at \$7.50.

Old Man and Other Colonel Weatherford Stories, by Gordon Grand, illustrated by William J. Hays, designed by Eugene V. Connett, printed in Caslon Old Face on Saturn Book paper and bound in red cloth stamped in gold. 1150 copies at \$7.50.

Wild Fowl Decoys, by Joel Barber, illustrated by the author and from photographs, in half-tones, color plates and one hand-colored plate. Designed by Eugene V. Connett, printed in Old Style on Rising Red Lion text paper and bound in gold-stamped red leather. 55 copies at \$25.

THE DIETZ PRESS

Poe and the Southern Literary Messenger, by David K. Jackson, with a foreword by J. H. Whitty. Signed by the author and Mr. Whitty. 500 copies, 325 for sale at \$5. (Richmond, Va.)

HARRISON OF PARIS

Hacienda, by Katherine Anne Porter. Printed in Linotype Baskerville italic on Arnold's English pure-rag paper and bound

EMERGENCY

EXIT



RANDOM HOUSE · NEW YORK

Title-page of the Random House limited edition of A. E. Coppard's "Emergency Exit." The author's name appears on the page opposite

in claret balloon-cloth with apple-green slip-case. 895 copies at \$3.

WALTER KLINEFELTER

How Sherlock Holmes Solved the Mystery of Edwin Drood, by Harry B. Smith, signed by the author. Printed in Bell, hand-set, on hand-made paper and bound in cloth. 33 copies at \$22.50. (Glen Rock, Pa.)

THE PRESS OF THE PIONEERS

Lincoln and Liquor, by William H. Townsend, illustrated with half-tone engravings, signed by the author. 100 copies at \$5.

RANDOM HOUSE (The Spiral Press)

Emergency Exit, by A. E. Coppard, signed by the author. Designed by Joseph Blumenthal, printed in Linotype Janson on Archer paper and bound in Bancroft Buckram with title and decorations by Warren Chappell. 300 copies at \$5.

WILLIAM H. SMITH, JR.

Introductions by Richard Curle, Augustine Birrell, Edmund Gosse, John Drinkwater, E. V. Lucas, A. Edward Newton, R. W. Chapman, David Nichol Smith, Alfred W. Pollard, J. C. Squire to the Catalogue of the Ashley Library (1922-1930). Collected by Thomas James Wise. Printed in Gar-

mond on hand-made paper and bound in boards. 500 copies at \$2.50.

Auction Calendar

THURSDAY AFTERNOON, DECEMBER 20, AT 2 O'CLOCK.
BOOKS FROM THE LIBRARY OF GRAHAM SHAW AND
OTHER PRIVATE ACCOUNTS. (Items 260.) Stan. V.
Henkels, Jr., 1110 Sansom St., Philadelphia, Pa.

American First Editions

Edited by Merle Johnson

HAROLD FREDERIC [1856-1898]

Frederic is known principally as a novelist and short story writer. "The Young Emperor" and "The New Exodus" are technical studies. "The Damnation of Theron Ware" has continued vogue as the first of our Amer-

ican problem novels, along the lines later followed by Sinclair Lewis. "Marsena and other Stories of the Wartime" and "The Copperhead" concern the Civil War and its aftermath.

Check List

"Seth's Brother's Wife." *New York*, 1887.

"In the Valley." *New York*, 1890.

"The Lawton Girl." *New York*, 1890.

Issued in both cloth and wrappers.

"The Young Emperor: William II of Germany." *New York*, 1891.

French translation published, *Paris*, 1894.

"The Return of the O'Mahony." *New York*, 1892.

No. 71 in both the *Choice* and the *Ledger* libraries.

"The New Exodus: A Study of Israel in Russia." *New York*, 1892.

"The Copperhead." *New York*, 1893.

"Marsena and Other Stories of the Wartime." *New York*, 1894.

"Mrs. Albert Grundy: Observations in Philistia." *London and New York*, 1896.

Published by John Lane in the *Mayfair Series*.

"The Damnation of Theron Ware." *Chicago*, 1896.

Must not have reprint notice on copyright page.

"March Hares." *New York*, 1896.

With pseudonym *George Forth*. Re-issued same year with author's name.

"The Deserter and Other Stories." *Boston*, [1898]

"Gloria Mundi." *Chicago*, 1898.

"The Market Place." *New York* [1899].

Noted in both plain and pictorial cloth with no priority established.
Later editions have been noted in the pictorial cloth.

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"Tales of Our Coast" [by various authors]. *London*, 1896.

Contains "The Path of Murtagh" by Frederic.

"In the Sixties." *New York*, 1897.

All reprint material: "The Copperhead" and "Marsena, etc."

The Weekly Record

Describes and Indexes the New Books of all Publishers in a Convenient Reference and Buying List for Bookstores and Libraries

Ar: Fine Arts **Dr:** Drama **Hi:** History **Po:** Poetry **Sp:** Sports
Bi: Biography **Ec:** Economics **Ju:** Juveniles **Re:** Religion **Tr:** Travel
Bu: Business **Fi:** Fiction **Mu:** Music **Sc:** Science

- Aesopus** Ju
 Aesop's fables. 92p. il. Q [c. '34] Racine, Wis., Whitman Pub. Co. bds., .10
- Alford, Leon Pratt** Bi
 Henry Laurence Gantt, leader in industry. 328p. (10p. bibl.) il. O c. N. Y., Harper 4.50
 A biography of a distinguished American engineer who was a pioneer in applying scientific principles to management practice in creative ways.
- Allen, Arthur Augustus** Sc
 American bird biographies; containing the complete life-histories of familiar birds written in autobiographical form. 247p. il. (pt. col.) O [c. '34] Ithaca, N. Y., Comstock Pub. Co. 3.50
 Illustrated with 20 paintings in full color by George Miksch Sutton and nearly 200 photographs by the author, who is professor of ornithology at Cornell University. The Junior Literary Guild selection for January.
- Allen, Hervey** Bi
 Israel; the life and times of Edgar Allan Poe [new 1 v. ed.]. 767p. (bibl. footnotes) il. O '34, c. '26, '34 N. Y., Farrar & Rinehart flex. cl., 3.50
- American foreign policy (An)** toward international stability. 72p. D (Public policy pamphlet no. 14) [c. '34] Chic., Univ. of Chic. Press pap., .25
 A memorandum prepared under the auspices of the Norman Wait Harris Memorial Foundation.
- Anderson, Evan E., comp.**
 The yearbook of college oratory. 389p. D (Univ. oratorical annual, v. 6) [c. '34] N. Y., Noble & Noble 2.00
- Anderson, Maxwell** Dr
 Elizabeth the Queen; a play in three acts. 129p. il., diagr. D (French's standard lib. ed.) c. '30, '34 N. Y., S. French pap., .75
- Augustine, I. M.** Re
 Life here and hereafter. 148p. D c. Los Angeles, Wetzel 1.50
 A consideration of life and immortality.
- Babson, Roger Ward**
 The new dilemma. 223p. diagr. (col.) D [c. '34] N. Y., Revell 2.00
 A well-known economist and statistician frankly criticizes the policies of the New Deal.
- Bartlett, John Thomas, and Reed, Charles Meinkey** Bu
 Methods of instalment selling and collection. 316p. il. O c. N. Y., Harper 3.50
 A manual which gives the most successful and profitable practices of many companies, for the manufacturer, wholesaler and retailer.
- Bauer, Catherine**
 Modern housing. 394p. (19p. bibl.) il., maps, diagrs. O c. Bost., Houghton 5.00
 A detailed study of modern housing in which the author discusses the finest examples of European housing in the light of their application to the United States.
- Baum, Lyman Frank** Ju
 The Wizard of Oz waddle book. 208p. il. (pt. col.), diagrs. O [c. '99-'34] N. Y., Blue Ribbon B'ks 2.00
 "The Wizard of Oz" with additional "Waddle" illustrations.
- Behrman, Samuel Nathaniel** Dr
 Meteor; a play in three acts. 103p. il., diagrs. D (French's standard lib. ed.) c. '25-'34 N. Y., S. French pap., .75
- Bible** Re
 The Book of life; comp. by Newton Marshall Hall and Irving Francis Wood; 8 v.; 6th ed. various p. il. (pt. col.), maps O ['34] Chic., John Rudin & Co., 1018 S. Wabash Ave. 39.75-65.75

THIS LIST aims to be a complete and accurate record of American book publication. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place, not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from the title-page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request, in which case the word "apply" is used. When not specified the binding is "cloth."

Imprint date or copyright date is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20cm.); S (16 mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

* indicates a translation from a foreign language, a key used at the request of the International Institute of Intellectual Cooperation of the League of Nations.

Bowen, Trevor

Divine white right; with a section on "The Church and Education for Negroes" by Ira De A. Reid. 325p. (bibls.) O (Inst. of Social and Religious Research pub'n) [c. '34] N. Y., Harper 1.75

A study of race segregation and interracial cooperation in religious organizations and institutions in the United States. An indictment of "divine white right."

Brigham, Albert Perry and McFarlane, Charles T.

Our home state and continent [b'k 2] North Dakota ed., by Arthur C. Selke. 339p. (bibl. notes) il. (col. front.), maps (pt. col.) O (Our world and ourselves) [c. '33, '34] N. Y., Amer. B'k 1.32

Our home state and the new world; New Jersey ed., by Matilda Frank and Stephen B. Gilhuly. 416p. (bibl. notes) il. (pt. col.), maps (pt. col.) O (Our world and ourselves) [c. '33, '34] N. Y., Amer. B'k 1.52

Buddhist practice of concentration; Dhyana ★

for beginners; tr. from the Chinese by Bhikshu Wai-dau and Dwight Goddard. 67p. D '34 Santa Barbara, Dwight Goddard bds., .75

Bultmann, Rudolf: Kundsins, Karl ★ Re

Form criticism; a new method of New Testament research; tr. [from the German] by Frederick C. Grant. 161p. (bibl. footnotes) D c. Chic., Willett, Clark & Co. 2.00

Includes "The Study of the Synoptic Gospels" by Rudolf Bultmann and "Primitive Christianity in the Light of Gospel Research" by Karl Kundsins.

Buranelli, Prosper and others

The cross word puzzle book; 32nd and 33rd ser. 126p., ca. diags. D c. N. Y., Simon & Schuster bds., 1.35, ea.

Carter, Russell Gordon Ju

City of adventure. 304p. il. O [c. '34] Phil., Penn 2.00

The story of Joseph Hilbert, the American-born son of a Czech father, who was determined to be an American in every respect to the bewilderment and consternation of his father. For older boys.

Adams, Henry, comp.

John Adams's book; being notes on a record of the births, marriages and deaths of three generations of the Adams family 1734-1807 [lim. ed.]. 7p. il. F '34 [Bost.], Boston Athenaeum bds., priv. pr.

Alexander, G. F.

Ocular dioptrics. 216p. il. O '34 Balt., Williams & Wilkins 4.75

Alt, Harold Lynn, ed.

Air conditioning simplified; theory, practice and marketing. 223p. (bibl. footnotes) diags. O [c. '34] Chic., Domestic Engineering Co., 1900 Prairie Ave. 1.00

American bankruptcy reports; new ser., v. 25; ed. by

Fred E. Rosbrook. 825p. O '34 Albany, N. Y., M. Bender buck., 6.00

Bell, Elexious Thompson, ed.

A textbook of pathology; 2nd ed., rev. and enl. 767p. il. (pt. col.) O '34 Phil., Lea & Febiger 8.50

Bell, William Blair

Principles of gynecology. 848p. il. O '34 Balt., Williams & Wilkins 10.00

Berzelius, Jon Jacob

Autobiographical notes. 219p. D (Hist. of science ser.) '34 Balt., Williams & Wilkins 2.50

Bureau of Agricultural Economics

The agricultural outlook for 1935. 132p. O (U. S. Dept. of Agri. misc. pub'n no. 215) '34 Wash., D. C. [Gov't Pr. Off.; Supt of Doc.] pap., .10

Center, Stella Stewart and Holmes, Ethel E.

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pap., 2.25

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Standard catalog for public libraries; 1934 ed.; an annotated list of eleven thousand and seven hundred titles with a full analytical index. 1988p. Q (Standard catalog ser.) '34 N. Y., H. W. Wilson buck., sold on service basis

Sherman, Franklin J.

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A history of the development of American medicine from the earliest times to the present, including sketches of its great figures, medical education, schools, hospitals, etc. The author is professor of the history of medicine in Johns Hopkins University.

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 Lowell. *Class Poem.* 1838; *Mason & Slidell.* 1862; *Commemoration Ode.* 1865.
 Melville. *Any 1sts in wrappers; Good Moby.* Cheap.
 Milnor. *Schuylkill Fishing and Gloucester Hunt Club.* 1830.
 Morton. *Power of Sympathy.* 1789.
 Norris. *Yvernelle.* 1892.
 Parkman. *Oregon Trail.* 1849.
 Poe. *Tales of Grotesque.* Vol. 2. 1840; other book 1sts.
 Pirates Own Book. Boston. 1835.
 Riley. *Old Swimmin' Hole.* 1883.
 Shaw. *Well Digger.* Louisville. 1814.
 Sidney. *Five Little Peppers.* 1880.
 Simms. *Any early 1sts.* Fine.
 Tarkington. *Ohio Lady.* 1916; *Gibson Upright, Eastman Co.* 1919; pre-issues and specials.
 Tome. *Pioneer Life.* 1854.
 Twain. *Beadle's Dime Bk. of Fun.* No. 3, and other early or rare 1sts if fine.
 Valentine. *Manuel.* 1841-42.
 Warner. *Wide, Wide World.* 1851.
 Webster. *Grammatical Institute.* Pt. 1. 1783.
 Weems. *Washington, Phil.* 1800, or Augusta. 1806.
 Whittier. *Legends.* 1831; *Moll Pitcher.* 1832; *Justice and Expediency.* 1833; *Song of Vermonters.* 1833.
 Wiggin. *Birds' Christmas Carol.* San Francisco. 1887.
 Wilson. *Am. Ornithology.* 1808-1814.
 Wolcott. *Meditations.* New London. 1775.

Bennington, Vt., Bookshop, 427 Main St.
 Brown. Dean Briggs.

Benziger Bros., 12 W. 3rd St., New York
Adoration of Blessed Sacrament. Rev. A. Téznière.

- Biblion, Inc., 6 Park St., Boston, Mass.**
 Armfield. *Wonder Tales of World.* Harcourt.
 Bryne. *Elizabethan Life in Town and Country.*
 Carman & Hovey. *Last Songs from Vagabondia; Songs from Vagabondia.*
 Century Dictionary. Vol. 11.
 Clarke. *U. S. Government Publications as Sources of Information.*
 Davies. *Modern Language Teaching in German Secondary Schools.*
 Edgar. *Patient's Handbook on Treatment of Diabetes Mellitus.* Badger.
 Hinton. *Opportunities in Aviation.*
 Hoernle. *Idealism as a Philosophy.* Harper.
 Hovey. *Launcelot and Guenevere.* 5 vols.
 Lewis. *Time and Western Man.*
 Matthews. *Shakespeare as a Playwright.*
 Morley. *Plum Pudding.*
 Morris. *Poems.* Dutton.
 North. *Musical Grammarian.* Ed. Andrews.
 Post. *Hist. Europ. & Amer. Sculpture.*
 Prichard. *Fay's Circus.* Norton.
 Sage. *District Attorney.* Little.
 Thomas. *Heaven and Earth.* Norton.
 Valle-Inclan. *Tyrant.* Holt.
 Wallace. *Literary Criticism and Other Papers.*
 Winkler. *W. R. Hearst.*
 Wylie. *Orphan Angel.*

Bibliophile, 1830 N. High St., Columbus, O.
 First editions only.
 Eggleston. *Tecumseh.* 1878.
 James. *Passionate Pilgrim.* 1875.
 Lanier. *Tiger-Lilies.* 1877; *Poems.* 1877.

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- Lowell. *Class Poem.* 1838; *Vision of Sir Launfall.* 1848.
 Melville. *Typee.* 1846; *Omoo.* 1847; *Moby Dick.* 1851; *Clarel.* 1875.
 Miller. *Specimens; Joaquin, et al.*
 Norris. *Yvernelle; McTeague.* 1899.
 Riley. *Old Swimmin' Hole.* 1883.
 Simms. *Atalantis.* 1832.
 Stockton. *Ting-a-Ling; Lady or Tiger.* 1884.
 Stowe. *Uncle Tom's Cabin.* 1852.
 Holmes. *Medical Essay.* 1883.
 Whittier. *Jack in the Pulpit.* 1884; *Snowbound.* 1866.
 Longfellow. *Michael Angelo.*
 Tabb. *Poems.* 1882.
 Thompson. *May Martin.* 1836; *Green Mountain Boys.* 1839.
 Thoreau. *Week on Concord and Merrimac.* 1849.
 Twain. *Jumping Frog.* 1867; *Tom Sawyer.* 1876.
 Crane. *Red Badge of Courage.* 1895.
 Hodgson, Ralph. *Collected Poems.* 1st ed.

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Jewett. Verses. Merrymount Press. 1916.
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Taylor. Guide to Wild Flowers.

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Jameson. Privateering and Piracy. Mac. 1923.
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Bible. 1611 Facsimile. Oxford. 1911.
London. Call of the Wild. 1st.
Beaumont. Gastric Juice and Physiology of Digestion. Plattsburg. 1833.
Books on Obstetrics, Anatomy, and Digestion before 1850.

Chicago, Ill., Medical Book Co., Congress & Honore
Boyd. Physiology and Pathology of the Cerebro-Spinal Fluid. New.
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Encyclopedia Britannica. 14th ed.
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Stephens, James. Rocky Road to Dublin.
Dunning, W. A. Essays on Civil War & Reconstruction.

Columbia University Library, New York
Akagi, R. H. The Town Proprietors of the New England Colonies. 1924. Appleton.
Arblay. Diary and Letters of Mme. Arblay. Vols. 1 and 2. Macmillan.
Architectural League of New York Yearbook. 1917.
Arnold, Matthew. Essays in Criticism. Ed. with an introd. by Miles and notes by Smith. Oxford Univ. Press. 1918.
Calhoun. Disquisition. 1853-55. Appleton-Century.
Clough, Arthur Hugh. Poems. Ed. by H. S. Milford. (Oxford miscellany of prose and poetry.) Oxford. 1910.
Handbook of Chemistry and Physics. Latest ed.
Mariotti. España. American Book Co.
Morris. Earthly Paradise. Longmans. 1923.

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 Perrin, J. Brownian Movements and Molecular Reality. 1910 ed. Faylor and Francis.
 Poe, E. A. Complete Works. Virginia ed. 17 vols. 1902. Crowell.
 Quarterly Journal of Economics. August, 1932. Wilson.
 Tittoni. Modern Italy. 1922. Macmillan.
 U. S. Bureau of the Census. Vol. 3.
 Drake, Samuel G. Annals of Witchcraft in New England . . . Woodward's Historical Series, vol. 8). Woodward. 1869.
 Harnack, A. What Is Christianity? Zonder von. 1901.

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 Terry's Guide to Mexico.
 Introduction to Analytic Function. Harkness & Morley. Macmillan. 1898.

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 McKenny, Thos. L. Life and Memoirs. Illus.
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 Tecumtha. Pocahontas. 1906.

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Aiken, Conrad. House of Dust.
 Baillie. Clocks and Watches. (Methuens Connoisseur Lib.)
 Baker & Ross. Voice of the Mountains.
 Baseball Guides. Spaulding and Reach. 1918, '19, '21, '24, '25, '26.
 Bents. Life Histories of Birds.
 Bible with Apocrypha and Maps. Mathew Carey, pub'r. 1805.
 Carpenter, Edward C. Cinderella Man.
 Cobb, Irvin. Chivalry Peak.
 Green, Olive. How to Cook Shell-Fish.
 Hall, Winifred. From Youth to Manhood.
 Hammond, James K. Selections from Letters of. N. Y. 1866.
 Hammond, Otis G. Tories of New Hamp. Concord. 1917.
 Hargreaves, Sheba, ed. Putnam Letters. Missoula.
 Harbeson, Wm. P. Elizabethan Influence on the Tragedy. . . . Phila. 1921.
 Harper, H. H. Booklovers, Bibliomaniacs and Book Clubs. Cambridge. 1904.
 Hart, C. H. Life Portraits of Jefferson. Phila.
 Hart, J. C. Romance of Yachting. N. Y. 1848.
 Hasse, Adelaide. Index of Economic Material of . . . U. S. Ohio. 1787-1904. (Washington. 1912.) 2 vols.
 Hayes, I. B. Dixie Dolls.
 Herve, G. W. On Conversation.
 Herbert, Victor. (Score.) The Debutant.
 Hewlett. Birth of Roland. (Vellum.) 1911.
 Hill, W. H. Antonio Stradivari. N. Y. 1907.
 Hist. Mag. . . . 3rd series. May & June, 1875, and extra no. 6. Boston.
 Hist. of Stanislaus Co. . . . Los Angeles. 1921.
 Holcroft, T. Road to Ruin. All Amer. ed.
 Horace. Odes. Interlinear trans. Harper.
 Hosmer, W. Higher Law in Its Relation to Civil Gov't. N. Y. 1852.
 Howes Family, History of.
 Huff. History of St. Laurence Co.
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 Swale, Ingraham. The Voice of the Sea.
 Updike. Printing Types, Their History, Form, Use. Cam. Univ. Press.
 Von Strassburg, Gottfried. Tristan and Iseult. Trans. Jessie L. Weston.
 Williams, Roger. The Bloody Tenant of Persecution. London. 1644.

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Jrl. of Optical Soc. of America. Vol. 1, nos. 5-6.
Transactions of Am. Assoc. of Genito-Urinary Surgeons. Vol. 1. 1908.

Transact. of Am. Ass. of Obstetricians. Vol. 1. 1888.

Am. Journal of Insanity. Vols. 22, 74, 77.
Am. Journal of Physical Therapy. Vols. 1 to 3.
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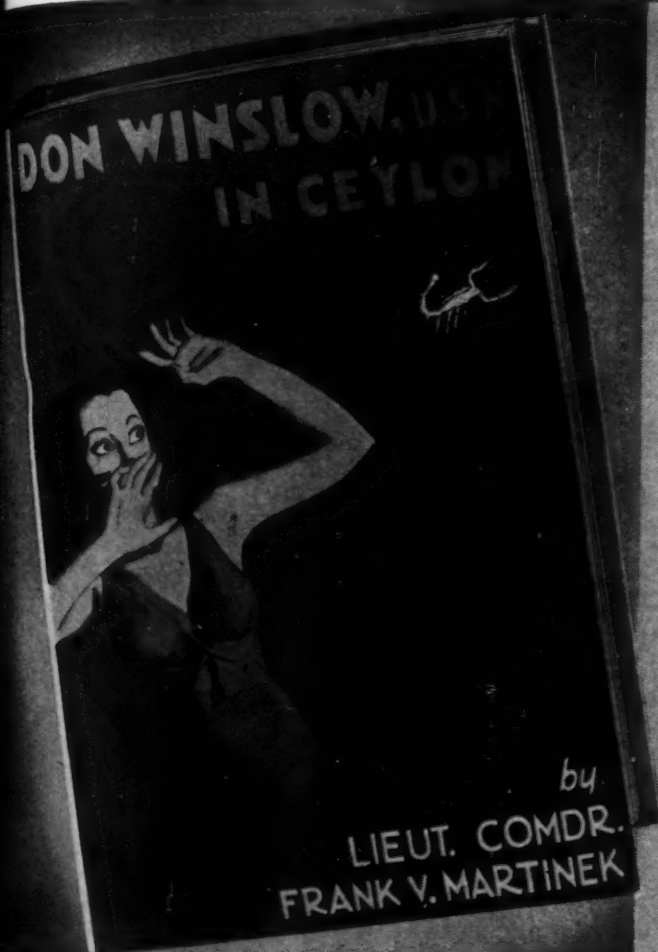
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